



# ■ spotlight

February 2012 Vol. 45 No. 2

**IP**  
**OF THE**  
**YEAR**  
**2011**

**RECORD BREAKING**  
**YTD NET ALP**  
**\$477,306**

**TONE**  
**MUNRO**





**Roger Smith**

Chief Executive Officer  
AIL & NILICO

# Ordinary Heroes

*"I believe it is the nature of people to be heroes, given the chance."*  
— James A. Autry

I think the desire to be heroic is hard-wired into us. If you doubt this, think back to when you were a kid: what did you want to be when you grew up? Most kids will give you a response that's at least somewhat larger than life, such as police officer, firefighter, actress, race car driver, astronaut, professional athlete, etc.

Kids' dreams are limitless, because they don't know what it actually takes to realize them. For example, I wanted to be a veterinarian. I saw myself as a champion for animals and a beloved hero to their owners. What I didn't know was that it's even harder to get into vet school than med school. I also didn't know you have to complete 4 years of college plus 4 years of vet school, pass a national veterinary medical board exam (similar to the bar exam in law) and a state board exam. Continuing education is necessary to keep your licensing current.

My lack of academic achievement is the stuff of legend. I didn't pay enough attention to the ABCs; now you know why I'm Roger Smith, CEO and not Roger Smith, DVM (Doctor of Veterinary Medicine).

It's probably a safe bet no kid in the history of the world ever puffed up with pride and declared, "When I grow up, I want to sell insurance." On Career Day at school, no one lines up to get an autograph from *that* kid's dad. I've never heard of anyone being decorated at the White House for meritorious service to the insurance industry.

Well, if you ask me, this is a gross oversight. What we do is noble and honorable — we protect people. We're there to help them during the darkest days of their lives. I don't think it's a stretch to say we've helped avert a (financial) disaster or two. Isn't that what heroes do? Doesn't that deserve respect and recognition?

This issue of *Spotlight* does just that: recognizes the ordinary heroes in our Agency field force and our PR team. They have gone above-and-beyond, and because of their super efforts, they are AIL/NILICO's top producers for 2011. In addition to our Year-to-Date Winners, this issue recognizes Convention qualifiers, the Million Dollar Club, and President's Club and Founder's Club qualifiers for 2011.

2011 was a record-breaking year for the Company and our Top Individual Producer, Tone Munro, who shattered the previous record set just last year for personal production by almost \$85,000! Not only that, but she did it with an 88.5 percent retention rate. Tone, that's right up there with leaping tall buildings in a single bound, in my opinion.

There were a few instances where ranking was determined by a relatively small amount of Net ALP (less than \$1,000). #2 Mark Neilson beat #3 Erez Shabtay by \$502. A mere \$347 secured the #5 spot for Rebecca Najlis over #6 Kristy Nguyen. So close!

To each member of the sales force and our PR team: thank you for your heroic efforts. Paraphrasing novelist Romain Rolland, "A hero is a man [or woman] who does what he [or she] can." We are blessed indeed, because although what we do may not earn us a ticker-tape parade or a street named in our honor, it can make all the difference in the world to the people we serve when they need it most.

Congratulations to all winners and qualifiers, heroes one and all.



■ **spotlight**

Published monthly by American Income Life Insurance Company for the dissemination of information to its Producers. Prior permission must be obtained from American Income for reproduction or other use of material herein.

**Managing Editor**

Sam Yarbrough  
syarbrough@aillife.com

**Writer & Copy Editor**

Leah Fry  
lcry@aillife.com

**Lead Designer**

Annalee MacFie  
amacfie@aillife.com

**Graphic Designer**

Jonathan McGinnis  
jpmcginnis@aillife.com

**Multimedia Designer**

Jennifer Nixon  
jrnixon@aillife.com

**Contributors**

Becky R Brown  
Ian Campbell  
Karen Curtis  
Paula Clements  
Carrie Eckles  
Lana Giebe  
Angel Henderson  
Mary Lampert  
Lisa LaValley  
Muñeca Moody-Yanez  
Pat Nevarez  
Teri Porter  
Amy Rivera  
Chris Slowik  
Robyn Talley  
LaTonja Wilkerson  
Rhonda York

**Home Office**

254-761-6400

**Web Sites**

www.aillife.com  
www.nilife.com  
aillaptoondemand.com  
www.aillacademy.com  
www.mylifeatail.com  
www.mylifeatnilico.com  
www.aillnews.com

**Social Media**

http://twitter.com/AIL-NILICO  
http://tinyurl.com/AIL-NILICOFacebook

**Recruiting Support**

www.aillife.com/recruiting

© 2012 by American Income Life Insurance Company



## sga career track New Markets Opening & Expanding

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: [futuresga@aillife.com](mailto:futuresga@aillife.com).

## total bonuses paid out

This month AIL and NILICO paid a total of \$2,200,548 in bonuses. For more information on the monthly bonuses, turn to Page 11.  
**Total: \$2,200,548**

## required retention rate

**Effective Jan. 1, 2012**, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first eight months. The rates listed below are for *Spotlight* recognition only.

<b>Retention:</b>	<b>69.0%</b>
<b>Net to Gross:</b>	<b>78%</b>

## dates to remember

eApp business and paper applications subject to the **7 day hold** should be uploaded or sent to Home Office by **Friday 03/23** before 2:00 P.M. CST. Paper apps for areas excluded from the 7 day hold and PR credits must be at HO by **Wednesday 03/28** to count for **March** production.

**\*look for the asterisk**

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2013 Awards Presentation, are: the top SGA from each category based on YTD First Six Month Objective Percentage plus YTD Net ALP growth percentage, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers, the top two PR Representatives from each category, and the top three PR Managers. You can view the 2013 Convention Qualifications online at [www.aillife.com](http://www.aillife.com) or [www.nilife.com](http://www.nilife.com). *Check your production! If there is an asterisk by your position, you could be on your way to stay at the wonderful Manchester Grand Hyatt located in Sunny San Diego! The convention will be held May 22-25, 2013.*



sa/ga  
training  
bonus

pg. 05



leadership  
academy

pg. 06



2011 ip  
of the year

pg. 14



2011 award  
winners

pg. 16



2012 convention  
qualifiers

pg. 18



LOOK  
FOR ME!



LOG IN. ANYWHERE. ANYTIME.

[www.AILLaptopOnDemand.com](http://www.AILLaptopOnDemand.com) is supplemental training on the Needs-Based Laptop Presentation that really is available when and where you need it. Log on any

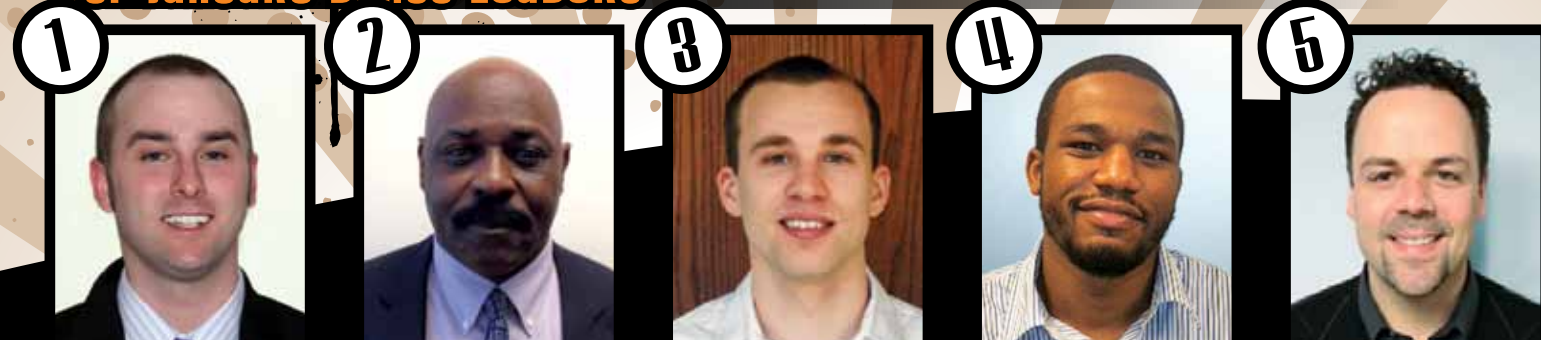
time from your computer or any browser-enabled device, including – but not limited to – iPhone, iPad, Droid, Blackberry, and EVO. Laptop on Demand is browser-based,

so you know you are viewing the most up-to-date materials. There are no large files to clutter your hard drive, nothing to update, and zero compatibility issues!



The SA/GA Direct Code Field Training Bonus became available June 1, 2011 and we are excited by the results! The number of weekly bonuses has increased steadily, and the number of SAs and GAs who qualified has also increased. Want in on this action? Talk to your manager and see how much you can add to your income next month. You have until March 31st maximize this bonus opportunity.

## TOP JANUARY BONUS LEADERS



**1 RYAN FICKERT**  
\$3,075  
Surace-Smith

**2 BILLY NORTINGTON**  
\$2,860  
Alex Roland

**3 ANDREW MCQUADE**  
\$2,837  
Richard Correa

**4 DONALD WILDS**  
\$2,687  
Simon Arias

**5 JESSE REMBY**  
\$2,531  
Simon Arias

## JANUARY BONUS LEADERS

**January Bonus Payout \$205,668**  
January Bonus Qualifiers 474

1 Ryan Fickert	\$3,075	Surace-Smith	26 Ashley Delevieleuse	\$1,461	Philip Prata
2 Billy Northington	2,860	Alex Roland	27 Pamela Altman	1,437	Surace-Smith
3 Andrew McQuade	2,837	Richard Correa	28 Andre McCallum	1,423	Surace-Smith
4 Donald Wilds	2,687	Simon Arias	29 Bradley Gray	1,407	Imran Satti
5 Jesse Remby	2,531	Simon Arias	30 Timothy Clark	1,393	Surace-Smith
6 Kyle Wrobel	2,293	Surace-Smith	31 Brian Hutchings	1,376	Oldham-Bianchi
7 Matthew Conrad	2,271	Surace-Smith	32 Timothy Wilson	1,376	Philip Prata
8 Rebecca Najlis	2,228	Jatoft-Foti	33 Anthony Batista	1,348	Theodore Pappas
9 Debbie Moke	2,202	Steve Friedlander	34 Lynda Gleeson	1,327	Bob Olson
10 Dominique Bertoncini	2,188	Jatoft-Foti	35 Matthew Cosic	1,326	Surace-Smith
11 Peter Chung	2,093	Jatoft-Foti	36 Marc Salvaggi	1,297	Surace-Smith
12 Ofa Siasau	2,005	Steve Friedlander	37 Ruben Santillana	1,288	Steve Friedlander
13 Dennis George	1,886	James Bailey	38 Katie Shugert	1,265	Surace-Smith
14 Timothy Watson	1,881	Surace-Smith	39 Christopher Newman	1,245	Surace-Smith
15 Alomkone Soundara	1,849	Jatoft-Foti	40 Christopher McFoy	1,237	Jatoft-Foti
16 Ariana Jones	1,848	Theodore Pappas	41 Jodi Bohdal	1,236	Fred Hadayia
17 Shahab Mahdavinejad	1,825	Theodore Pappas	42 Andrew Cavicchi	1,216	Simon Arias
18 Bernard Oliphant	1,807	Altig-Orlovic-Hay	43 Matthew Foster	1,198	Oldham-Bianchi
19 Alexander Dorey	1,784	Imran Satti	44 Aaron McLean	1,176	Imran Satti
20 Andrew Pratt	1,725	Cunningham-Weatherspoon	45 Daniel Bernard	1,175	Oldham-Bianchi
21 Jessica Tasky	1,693	Simon Arias	46 Keturah Malaykhan	1,103	Theodore Pappas
22 Sione Aholoka	1,599	Steve Friedlander	47 Charles Hood	1,095	Matt Henderson
23 Valerie Cormier	1,508	Steve Greer	48 Kevin Talbot	1,081	Joseph Diecedue
24 Bobby Szwaja	1,479	Theodore Pappas	49 Unique Hunnicutt	1,071	Alex Roland
25 Dustin Rushin	1,472	Bob Wingate	50 Patrick Summers	1,060	Williams-Zophin

Please Note: Bonuses listed consist of the top 50 bonus qualifiers. See insert for the remaining qualifiers of \$200 or more. Contest ends March 31st, 2012. For full bonus details, visit [www.aillife.com/arc/spotlight.aspx](http://www.aillife.com/arc/spotlight.aspx)



# LEADERSHIP ACADEMY

## AIL/NILICO Leadership Academy Starts Strong in 2012

More than 100 future leaders filled the McKinney Conference Center January 17-19 for the first Leadership Academy session of 2012. Regional Sales Director Steve Kafkis, the new facilitator of **Leadership 101: The Fundamentals of Agency Building**, continued the ongoing tradition of providing a fast-paced, high-energy program. Guest speakers included powerhouse SGAs Simon Arias, Sabrina Lloyd and Theo Pappas, in addition to Regional Sales Directors and the AIL/NILICO management team.



"I was highly impressed. All of the speakers analyzed everything very well. I enjoyed hearing about how American Income has changed lives. I was re-motivated and I honestly did not want to go home. The food was awesome and I can't wait for 201. Two thumbs up!"

— **Adrienne Mackay**, *Diecedue Agency*

"It was amazing—it definitely helps those who don't see the reason to recruit as much. My pipeline has tripled since I came back."

— **Juan de la Cruz**, *Dimitrova Agency*



"Thank you for such an explosive, informative week in Texas! All was done in excellence and very helpful. Glad to represent the face of AIL on the frontline when there is such a powerful, knowledgeable and talented Executive and PR team driving the Company's vision and mission! So glad I took a leap of faith... see you all at 201!"

— **Kat Mercer**, *Gurney Agency*

"It was phenomenal! The energy was great, the people were great and the food was great. Excellent speakers with excellent content made the classes really good."

— **Nathan Thompson**, *Correa Agency*

The next Leadership 101 class will be held June 19-21. If you are interested in attending, talk to your SGA.

## Leadership



**Larry Strong**

Vice President of  
Agency Leadership Development

## What Does Success Look Like?

I recently had the privilege of meeting and spending some time with Tone Munro at the Leadership Academy 101 in McKinney. In just a few short minutes it became clear to me why she has earned the coveted status of Agent of the Year at AIL/NILICO. If and when you have the opportunity to encounter this fireball of a woman, you will too. There's just something about her.

So just what does success look like?

One of the primary reasons people often struggle to become successful is that they never establish a crystal-clear vision of what they want to accomplish. Oh, they may have some general concept of what they wish they could accomplish, but they never develop a strategy of how to execute the plan. Not the case with Tone Munro.

An unclear vision coupled with an anemic strategy results in never attaching oneself to the ultimate objective. When this happens, people jump around from one idea to the other and never commit to any of them. Not the case with Tone Munro.

Success is rarely unattainable. But if we don't know where we want to go, how can we develop a strategy to get there? And that is the issue. People who don't know where they want to go always get there — nowhere. Not the case with Tone Munro.

Tone knew exactly what she wanted to accomplish and why.

*Do you?*

Tone had an exact timeline to successfully complete her mission.

*Do you?*

Tone had a very clear list of action steps and checked daily if she was on track.

*Do you?*

Tone re-evaluated and adjusted as necessary to secure her objective.  
*Do you?*

After all my years in our business, I still get as excited as a little boy at Christmas time when it comes to bringing people into *Opportunity Unlimited*, because one can never tell what is inside the "package" until it is opened. American Income and National Income continue to be a place where "vision is inspired and dreams are delivered." Our job is to give it so that others may live it.

So what does success look like? I have no idea. But I can promise you this: you'll know it when you see it.

# ANNIVERSARIES

**28 Years of Service**  
Robert Seeber, AGT  
**20 Years of Service**  
Chuck Hill, PR  
**18 Years of Service**  
Timothy Gray, GA  
Melinda-Rae Lyse, SGA  
**12 Years of Service**  
Barbara Stillwell, AGT  
**10 Years of Service**  
Michelle Baxter, PR  
Patrick Duray, RGA  
Susan Kelleher, PR  
**9 Years of Service**  
Christopher Clark, RGA  
Desi Dimitrova, SGA  
Byron Paz, MGA  
Shelly Russell, MGA  
Patrick Stenglein, RGA

**8 Years of Service**  
Leon Thompson, RGA  
**7 Years of Service**  
Thomas Reagan, AGT  
Ronald Rivera, AGT  
Matthew Willrodt, RGA  
**6 Years of Service**  
Rory Crockford, RGA  
Katherine Fallon, AGT  
Christopher Jordan, SGA  
Ewa Marinaccio, AGT  
Timothy Nolan, AGT  
Robert Shafer, MGA  
Anderson Sooknanan, AGT  
Ricardo Subero, SA  
Bradley Weigand, MGA  
**5 Years of Service**  
James M Allen, MGA  
Kasali Kotun, MGA  
Matthew Lukesh, GA

Ghina Malaney, AGT  
Dale Meyer, AGT  
Duane Robertson, AGT  
Tiffany Roland, SGA  
Alan Weissen, AGT  
Derek Wiens, RGA  
**4 Years of Service**  
Juan Cardona, MGA  
Kellen Cuttance, MGA  
Dustin Kiss, AGT  
William Parmeter, MGA  
Anne Powihongi, AGT  
Robert Reagan, SA  
Victor Rodos, AGT  
**3 Years of Service**  
Lesina Ah Sue, GA  
Christopher Chovanec, SA  
Richard Dyer, SA  
Lucky Faaitiiti, MGA  
Brandi Hershey, SA

Donald Hill, AGT  
Sandra Linse, AGT  
Lidia Meglei, GA  
Randy Ocampo, SA  
Minh Phung, GA  
Brian Schreiter, RGA  
Norman Sellen, RGA  
Justin Smith, AGT  
Carmella E Stroud-Blitch, PR  
**2 Years of Service**  
Michael Burningham, MGA  
Manuel Chavez, GA  
Aaron Garcia, MGA  
Barbara Geier, AGT  
Luan Hajnaj, SA  
Betty Hewlett, AGT  
Denise Kendall, MGA  
Ryan Kissling, AGT  
David Livingston, GA  
Sean Lockrem, PR

Richard Luzaich, AGT  
Tiffany Madsen, MGA  
Thomas McElwee, RGA  
Daniel McQuoid, GA  
David Nham, MGA  
George Noujaim, MGA  
Travis Picklesimer, GA  
Daniel Posner, AGT  
Ainsworth Ramkhelawan, GA  
Juan Sosa, AGT  
Drew Stimmel, AGT  
Cynthia L Syvanych, PR  
Bobby Szwaja, GA  
Tevita Tupouniua, GA  
Gregory VanSuch, GA  
**1 Year of Service**  
Giancarlo Altube, SA  
Gursandeep Boparai, SA  
Gary Brown, SA  
Sally Buchheimer, SA

Yihao Chen, AGT  
Scott Cooper, AGT  
Valerie Cormier, GA  
Miguel Cotrina, SA  
Tyler Dean, AGT  
Eric Ebbitt, GA  
Rachael Garza, SA  
Cheyne Handa, AGT  
Kelly Hassert, AGT  
Lorette Hines, SA  
Matthew Hodge, GA  
Joshua Jenkins, SA  
Stephen Jeung, GA  
Kyle Kaiser, SA  
Jennifer Kinder, GA  
Shannon M Kruger, AGT  
Zachary Ledyard, AGT  
Patrick Lesatele, SA  
Bianni Mafileo, AGT  
Zachary Marks, AGT

Rachel Martinez, AGT  
David M McDonald, GA  
Andrew McQuade, GA  
Thomas C Meadows, PR  
Jerrod Milne, AGT  
Prentiss Parker, GA  
Dexter Phillip, SA  
Madai Price, GA  
Sandy Riley, SA  
Harold Robertson, MGA  
Philip Roffi, GA  
Ruben Santillana, SA  
Julia Sigal, AGT  
Brandon E Smith, SA  
Nicholas Spirito, GA  
Rafael Spratling, GA  
Jennifer A Sprout, PR  
Natain Stam, SA  
Raishaun Stover, AGT  
Sarah Strain, GA

Jessica Tasky, GA  
Ritia Tokahere, SA  
Donna Trotta, SA  
David Tubbin, AGT  
Mardolin Tutai, SA  
Ransey Vazquez, MGA  
Roland Vegiard, AGT  
Dannen Verret, AGT  
James T Walsh, AGT  
Jason Wilkins, SA  
Ran Yi, SA  
Francisco Zarathustra, GA

NEW  
SGA



**Maria Greene**  
San Antonio, TX  
February 1

Maria has been with AIL for 4½ years, most recently with the Jatoft-Foti Agency. She has been in the insurance business since she was 17 years old, her entire career to date, other than a short time in the banking industry. She says her passion is helping people make the most of their opportunities, leading by example, and showing people how to “get it done.” Maria, fiancé Matthew, and daughters Jazmine and Isabella recently relocated from California to San Antonio.

## Promotions

**State General Agent**  
Maria Greene  
**Regional General Agent**  
Joshua Goodman  
Richard Mansfield  
Chad Panzer  
David Thornton  
**Master General Agent**  
Anthony Anderson  
Rachel Bryson  
I-Perfection Harris  
Alvin Jackson  
Ariana Jones  
Sharon Manone  
Allen Nelson  
Krista Thieme  
**60% General Agent**  
Valerie Cormier

Christopher Favor  
Lee Hall  
Sean O'Reilly  
Daniel Potilechio  
Carl Smith  
**57.5% General Agent**  
Kalle Convery  
Paul Derenzo  
Charles Drinkard  
Daniel Fifita  
Preston Foster  
Tyler Green  
Charles Hood  
Steven Jargo  
Mirvet Kekic  
Jennifer Feldman  
Elizabeth Lo  
Joseph Mathis

Tyler McBride  
Debbie Moke  
Christopher Newman  
Christopher Osborn  
Noel Rose  
Diedre Sandbrook  
Anthony Stephens  
**55% Supervising Agent**  
Milena Arceo  
Nicholo Arceo  
Thomas Ashton  
Donald Carpenter  
Matthew Caternolo  
Shannon Dinger  
Debra Esquivel  
Clifford Feldman  
Bryan Froneyberger  
Clarence Greene

Forest Gsell  
Edona Hughes  
Andrew Jaycox  
Christopher Kohler  
Jonathan Laaker  
Adrienne MacKay  
Piper Mitchell  
Cameron Moore  
Erin Murray  
Dick Nakatani  
Amber Resendiz  
Shane Scheel  
Danessa Seward  
David Shirley  
Wallace Spencer  
Thomas Tiller  
Cody Walker  
Nickole Walker

Matthew Williams  
Reza Zabihi  
**52.5% Supervising Agent**  
Melvin Arritt  
Nikita Barnes  
Dante Beasley  
Ricky Black  
Nicolas Bohle  
Zachary Bradshaw  
Travis Brock  
Corey Champagne  
Marcus Champion  
Rene Chapa  
Kimberley Clarke  
Ricardo Clergeapollon  
Sandra Damore  
Guillermo DeLaVega  
Sarah DeSerranno

David Dionne  
Joanna Dumas  
Ayman Elsalhy  
Heather English  
Michelle Faimanu  
Peter Fournier  
Willie Gandy  
Bobby Gengler  
Daniel George  
James Griffiths  
Karen Gullatte  
Kiriraukawa Hayward  
Anthony Hebert  
Terry Houser  
William Howard  
Shari Hrehoruk  
Janice Karingten  
Tina Kaufman

Karen Kost  
Luis Leal  
Kyle Lewicki  
Vada Lopez  
Peter Lynn  
Markus Martin  
Samuel Matherson  
James Michaud  
Meredith Mills  
Jonathan Nadigoo  
Puhiv Pivac  
Candice Rezzo  
Kyle Rhymer  
Yolanda Richardson  
David Rigney  
Timothy Rose  
Christopher Ryan  
Matennie Sheriff

Jason Siliva  
Michelle Starkey  
Lauren Steed  
Alison Teepe  
Gian Trinidad  
Massoud Vaziri  
Austin Wallace  
David Waller  
Virgil Watson  
Terrence Williams  
Alexandra Wolter

# FOUNDERS CLUB

January 2012 Qualifiers — Outstanding Producers & PR Representatives:



### Max Quasem

Cohen-Cohen Agency  
24th Qualification  
\$79,033 Net ALP  
88.2 Ret



### Lily Tchen

Cohen-Cohen Agency  
15th Qualification  
\$83,038 Net ALP  
86.5 Ret



### Roghie Hassan Loo

Josh Chalom Agency  
4th Qualification  
\$63,034 Net ALP  
78.4 Ret



### Mauselie Dor

Williams-Zophin Agency  
1st Qualification  
\$99,467 Net ALP  
86.1 Ret



### Richard Luzaich

Alt-Orl-Deley Agency  
1st Qualification  
\$60,294 Net ALP  
88.4 Ret

## Directors of the Month



Driving Excellence

### Sales Director of the Month

Leaders growing leaders!

### Murray Horowitz

Murray had 171.9% growth over January 2011.

Wow! Way to go, Murray!



### PR Director of the Month

Leaders growing leaders!

### Susan Fuldauer

Directors earn points based on overall growth of their territory and percentage of their team earning a monthly PR bonus.

Susan lead the way in January with a total of 10 points earned. Way to go Susan!



# BONUS

## LEADERSHIP BONUS

Qualifier	Amount	SGA
Matthew Parks	\$28,658	Surace-Smith
Mathew Hart	25,802	Surace-Smith
Justin Adams	24,914	Simon Arias
Matthew Turnquist	15,923	Steven DiChiario
Patrick Bendure	15,153	Surace-Smith
Jason Bratin	15,019	Theodore Pappas
Matthew Diulus	14,404	Simon Arias
Steven Cox	13,113	Steve Friedlander
Simon Rolland	12,591	Steve Friedlander
Marisa Willgruber	12,541	Fred Hadayia

## WORLD'S GREATEST BONUS

Qualifier	Amount	SGA
Amir Sedaghat	\$11,308	Altig-Orlovic
Leane Nguyen	7,299	Jatoft-Foti
Maria Rocha	7,024	Jatoft-Foti
Mauselie Dor	6,025	Williams-Zophin
Sandra Miller	5,940	Jatoft-Foti
Charles Diulus	5,585	Simon Arias
Meredith Divita	5,293	Jatoft-Foti
Rebecca Najlis	5,243	Jatoft-Foti
Cameron Clay	5,055	Simon Arias
Max Quasem	4,299	Cohen-Cohen

## REINSTATEMENT BONUS

Qualifier	Amount	SGA
Sami Mogannam	\$4,528	Jatoft-Foti
Angel Arista	1,869	Cohen-Cohen
Lily Tchen	1,572	Cohen-Cohen
Djenabou Diallo	1,557	Fred Hadayia
Frank Kolligian	1,521	Slav Bitman
Arthur Westergren	1,230	Williams-Zophin
Alan Weissen	1,211	Giglione-Ackerman
Lorena Barriere	1,195	Cohen-Cohen
Richard Walus	1,092	Bob Olson
Nabil Spahi	828	Giglione-Ackerman

## TOTAL

# \$2,200,548

## Dear Future SGA

Whether you are new to our company or someone with tenure, if you have ever wondered what you had to accomplish in order to be promoted to State General Agent, the answer is simple — achieve these three levels.

### Level 1: Qualifying

To qualify you must meet the following criteria:

- 2 years of continual service with AIL/NILICO
- Production of at least \$225,000 of 1st Six Mo. Agent production (Last 12 Months)
- Must have a 4-Month Retention Rate of 68.0% or higher (Please note that although you need to qualify to be promoted, we will begin the process as soon as you achieve the production level regardless of quality factor.)

### Level 2: Preparing for an Offer

Once you qualify by achieving the above criteria, a Personal Leadership Profile will be sent to your home address with a copy to your SGA. Also, we will schedule a conference call between you, your SGA, your SGA's Director, and the Home Office to determine your interest in being an SGA and to initiate a consistent communication process between you, your SGA and the Home Office.

### Level 3: Getting an Offer

After conferring with your SGA, the Home Office will contact you to:

- Let you know what territory/territories we are offering
- Discuss who may be going with you. (Your SGA can protect one person whom they feel they need to keep.)

# 2011 Club Qualifiers

We are pleased to announce qualifiers for AIL/NILICO's prestigious production clubs. Congratulations to all on your achievements!

## 2011 PRESIDENTS CLUB

Agent	SGA	Qual
Robert Ulreich	Jatoff-Foti	9
Max Quasem	Cohen-Cohen	8
Amir Sedaghat	Altig-Orlovic	7
Herivelto Pereira	Jatoff-Foti	6
Lily Tchen	Cohen-Cohen	6
Maijargal Sukhbaatar	Sam Lasala	5
Al-Karim Walji	Altig-Orlovic	5
Eugene Kashkin	Altig-Orlovic	4
Amanda Beyersdorff	Surace-Smith	3
Mario Andres Chavez	Jatoff-Foti	3
Erez Shabtay	Cohen-Cohen	3
Samson Adelufosi	Giglione-Ackerman	2
Terrence Asuncion	Jatoff-Foti	2
Mark Bleier	Chris Hernandez	2
Scott Davis	Simon Arias	2
Ross Ewen	Scott Rehberg	2
Scott Hanna	Williams-Zophin	2
Ryan Kendl	Altig-Orlovic	2
Brock Lampe	Tiffany Roland	2
Jun Ma	Altig-Orlovic	2
Luciana Mosca	Bob Olson	2
Enrico Paredes	Jatoff-Foti	2
Daniel Posner	Jatoff-Foti	2
Maria Rocha	Jatoff-Foti	2
Beth Snow	Jatoff-Foti	2
Bruce Tan	Altig-Orlovic	2
Michael van Delft	Imran Satti	2
Daniel Bauer	Simon Arias	1
Lora Beronja	Chris Hernandez	1
Matthew Conrad	Surace-Smith	1
David Fung	Jatoff-Foti	1
Matthew Girard	Maria Greene	1
Stephen Jeung	Cohen-Cohen	1
James Keefer	Simon Arias	1
Joshua Lenix	Surace-Smith	1
Richard Luzaich	Altig-Orlovic-Deley	1
Katie Massart	Altig-Orlovic	1
Nicholas Moore	Oldham-Bianchi	1
Tone Munro	Steve Friedlander	1
Rebecca Najlis	Jatoff-Foti	1
Kristy Nguyen	Jatoff-Foti	1
Fritznel Octave	Williams-Zophin	1
Bernard Oliphant	Altig-Orlovic-Hay	1
Brent Penno	Altig-Orlovic	1
Maria Ramirez	Bob Olson	1
Ronald Rivera	Cohen-Cohen	1
Johna Ryan	Dorian Oldham	1
Casey Sperzel	Travis Moody	1
Francois Telfort	Laura Fisher	1
Samvel Tigranyan	Cohen-Cohen	1
Daniel Toshner	Altig-Orlovic	1
Tevita Tupouniua	Steve Friedlander	1
Christine Weatherspoon	Mark Beckford	1
Israel Wizenfeld	Cohen-Cohen	1
Cherri Xie	Altig-Orlovic	1

PR Rep	Territory/Director	Qual
Malka Arony	AZ/Rachelle Valdez	7
Chuck Hill	N CA/Debbie Enstedt	3

## 2011 FOUNDERS CLUB

Agent	SGA	Qual
Max Quasem	Cohen-Cohen	23
Lily Tchen	Cohen-Cohen	14
Robert Ulreich	Jatoff-Foti	12
Erez Shabtay	Cohen-Cohen	6
Ross Ewen	Scott Rehberg	5
Lesina Ah Sue	Steve Friedlander	4
Ryan Kendl	Altig-Orlovic	4
Samson Adelufosi	Giglione-Ackerman	3
Scott Hanna	Williams-Zophin	3
Katie Massart	Altig-Orlovic	3
Tone Munro	Steve Friedlander	3
Rebecca Najlis	Jatoff-Foti	3
Ronald Rivera	Cohen-Cohen	3
Maijargal Sukhbaatar	Samuel LaSala	3
Terrence Asuncion	Jatoff-Foti	2
Matt Flores	Jatoff-Foti	2
Jun Ma	Altig-Orlovic	2
Kristy Nguyen	Jatoff-Foti	2
Amy Shui	Giglione-Ackerman	2
Tibor Simon	Altig-Orlovic	2
Bruce Tan	Altig-Orlovic	2
David Fung	Jatoff-Foti	1
Adam Kahn	Jatoff-Foti	1
Joshua Lenix	Surace-Smith	1
Michal Majewski	Altig-Orlovic	1
Bernard Oliphant	Altig-Orlovic-Hay	1
Daniel Posner	Jatoff-Foti	1
Casey Sperzel	Travis Moody	1
Samvel Tigranyan	Cohen-Cohen	1
Bryon Welch	Steve Friedlander	1
Kyle Wrobel	Surace-Smith	1

PR Rep	Territory/Director	Qual
Chuck Hill	N CA/Enstedt	3
Mark Gagliardi	N CA/Enstedt	2

## 2011 MILLION DOLLAR CLUB

Agent	SGA
Timothy Clark	Surace-Smith
Roghie Hassan Loo	Josh Chalom
David Jackson	Williams-Zophin
Jose Lopes	Philip Prata
Herivelto Pereira	Jatoff-Foti
Steven Stensrud	Altig-Orlovic
Helen Taylor	Altig-Orlovic
Yvonne Zarathustra	Jatoff-Foti

**WIN  
A TRIP TO  
HAWAII!**



## CURRENT CONTEST LEADERS

### STATE GENERAL AGENTS

	Name	1st Six Month STD%	First Time 15%	Code STD%	Average%
Cat I & II	Simon Arias	269.4	385.7	203.8	286.3
	Surace-Smith	184.1	238.6	109.9	177.5
	Oldham-Bianchi	91.4	191.7	102.6	128.6
	Williams-Zophin	100.4	166.7	114.5	127.2
	Steve Friedlander	81.3	151.7	115.3	116.1
	Fred Hadayia	110.1	144.7	76.4	110.4
Cat III & IV	Jatoff-Foti	144.3	108.3	52.0	101.6
	Theodore Pappas	177.3	220.0	142.2	179.8
	Imran Satti	102.3	175.0	85.0	120.8
Cat V & VI	Steve Greer	106.4	129.2	100.0	111.9
	Scott Sonnenberg	154.7	156.3	162.5	157.8
	Joseph Diecedue	116.8	118.8	111.4	115.7
Cat SU & RKE	Sabrina Lloyd	253.0	200.0	158.3	203.8
	Alex Roland	183.5	237.5	166.7	195.9
	Cunningham-Weatherspoon	133.0	175.0	170.8	159.6
	Jason Adamo	34.2	200.0	177.8	137.3
	Christopher Jordan	34.3	125.0	142.9	100.7

### MANAGING AGENTS

	Name	Codes	Net ALP
RGA	Michael Vasu	77	\$658,077
	Thomas Vena	78	585,536
	Patrick Bendure	44	383,502
	Bo Gentile	65	342,790
	Ronald Newlin	33	235,670
MGA	Justin Adams	29	\$318,801
	Jason Bratin	39	263,759
	Simon Rolland	41	237,211
	Mathew Hart	29	223,039
	Matthew Parks	21	213,033
GA	Bryon Welch	21	\$144,153
	Matthew Conrad	11	128,467
	Jesse Remby	10	104,559
	Seiloni Filimoehala	16	93,606
	Kyle Wrobel	8	93,015
SA	Ryan Fickert	4	\$69,879
	Rebecca Najlis	4	64,077
	Pamela Altman	4	56,071
	Edward Atkinson	6	55,422
	Josephine Brown	9	52,879

### PERSONAL PRODUCERS

	Name	Net ALP
Tone Munro	\$154,830	
Mark Neilson	122,325	
Maria Rocha	120,888	
Ryan Kendl	111,470	
Rebecca Najlis	103,766	
Nancy Solar	100,449	
Kristy Nguyen	100,426	
Mauselie Dor	99,467	
Erez Shabtay	93,659	
Jesusdieu Portilus	91,967	
Meredith Divita	90,476	
Lily Tchen	83,038	
Amy Shui	81,135	
Michal Majewski	80,274	
Max Quasem	79,033	
Omar Hashimi	76,942	
Paul Derenzo	70,148	
Amir Sedaghat	69,635	
John Holstein	69,312	
Va Moua	68,439	

### PR REPS

	Name	Leads
Cat I	Gabriela Berloni	12,984
	Chuck Hill	12,069
	Brenda Di Somma	9,254
	Malka Arony	8,147
	Vivian Dwyer	7,723
Cat II	Robin Andrade	7,024
	Erica Dalager	5,244
	Maureen Roberts	4,477
	George Farenthold	4,163
	J T Tasker	4,048
Cat III	Mario Soljan	6,351
	David Blaisdell	5,798
	Bonnie Ellingson	5,657
	Carlton Debord	5,308
	Katherine Kidder	4,633
Cat IV	Darrell Dorey	6,977
	Lori Vaughn	3,470
	Christina Stableford	3,367
	Anna Rohrer	3,168
	Randy Stockley	3,017

**Please Note:** The 6 month Hawaii Contest Period runs from October 1, 2011 to March 31, 2012. Current Contest Leaders are for the first four months ending January 31, 2012 and winners are subject to other qualifications such as retention for agents and original card percentages for PR. For full contest details and qualifications, visit [www.aillife.com/arc/spotlight.aspx](http://www.aillife.com/arc/spotlight.aspx).



# IP OF THE YEAR 2011

**2011 Net ALP: \$477,306**  
shattering the previous record of \$392,550

## STONE MUNRO

Agent of the Month  
January, February, March,  
June, July, August & October

After a successful 20-year career in real estate, Tone Munro did not wait for the next opportunity to find her. She went looking for it, and came knocking at American Income in June of 2010. A self-described "positive, happy person" who loves meeting people, Tone, who has 6 grown children and 6 grandchildren, is also fiercely competitive and one of the most goal-oriented people you will ever meet.

Tone says matter-of-factly that there's really no secret to her success. "Just set your target and keep heading toward it." Tone set her target and calculated exactly what it would take each day, each week and each month to hit it. "Someone once told me that 'no' is the first two letters of 'nothing.' It's nothing. You can't stop and dig a hole when you reach a rough spot. It just gets deeper, doesn't it? You have to get past it and keep going."

And keep going she did, blasting by the old Net ALP record by almost \$85,000. Tone says the hardest part wasn't breaking the record, it was staying motivated after she broke it. But doing less than she is capable of doing is simply not in her character: "You've got to stay true to who you are." Tone routinely spends 40-60 hours per week in the field, and

says she doesn't understand why anyone would do it differently. "If you're going to do something, why not give it your all?"

Tone, now an MGA, is busy building her team of future champions. "Anybody can do this if they really want it," she says, a sentiment echoed by last year's top producer and former ALP record holder, Ofa Tupouniua. Ofa says she's glad Tone broke her old record because "it shows that it's not just me. Anybody can do it, and someone will come along and break the new record, too. It's good."

New Zealand SGA Steve Friedlander says, "I sure thought Ofa's record would stand for longer than one year. But records are made to be broken (by Kiwis, of course), and Tone Munro was the person with the determination and vision to shatter it. I'm very proud that New Zealand holds not one but two records for Top Producer in a territory Down Under! It would be an understatement to say I love her and I'm proud of what she has accomplished. Wow!"

Congratulations, Tone. See you on stage in Punta Cana!



Tone and her granddaughter

Contract Date 6/30/10

Promoted to SA 8/6/10

Promoted to GA 7/7/11

Promoted to MGA 1/25/12

3 time qualifier for Founder's Club:  
Feb 2011, Jun 2011, Oct 2011

### Look at these monthly nets:

01/31/11	19,894
02/28/11	38,000
03/31/11	41,442
04/30/11	26,948
05/31/11	46,108
06/30/11	38,278
07/31/11	41,360
08/31/11	54,901
09/30/11	26,185
10/31/11	58,025
11/30/11	51,683



# 2011 Award Winners



## TOP PRODUCERS



**1. Tone Munro**  
NET ALP: \$477,306  
RTN: 88.5  
SGA: Steve Friedlander

**2. MARK NEILSON**  
NET ALP: \$301,923  
RTN: 73.3  
SGA: Altig-Orlovic

**3. EREZ SHABTAY**  
NET ALP: \$301,421  
RTN: 92.2  
SGA: Cohen-Cohen

**4. RYAN KENDL**  
NET ALP: \$300,456  
RTN: 81.2  
SGA: Altig-Orlovic

**5. REBECCA NAJLIS**  
NET ALP: \$281,479  
RTN: 82.3  
SGA: Jatoft-Foti

**6. KRISTY NGUYEN**  
NET ALP: \$281,132  
RTN: 90.4  
SGA: Jatoft-Foti

**7. MICHAL MAJEWSKI**  
NET ALP: \$272,401  
RTN: 74.6  
SGA: Altig-Orlovic

**8. MARIA ROCHA**  
NET ALP: \$267,199  
RTN: 85.8  
SGA: Jatoft-Foti

## SUPERVISING AGENTS



**1. Matthew Cosic**  
FIRST 6 MO: \$285,325  
RTN: 77.7  
SGA: Surace-Smith

## GENERAL AGENTS



**1. Ariana Jones**  
FIRST 6 MO: \$701,912  
RTN: 72.8  
SGA: Theodore Pappas

**2. SEILONI FILIMOEHALA**  
FIRST 6 MO: \$567,913  
RTN: 68.7  
SGA: Steve Friedlander

**3. KYLE WROBEL**  
FIRST 6 MO: \$518,289  
RTN: 68.6  
SGA: Surace-Smith

**4. KEVIN HOLTZ**  
FIRST 6 MO: \$504,912  
RTN: 76.6  
SGA: Surace-Smith

**5. SIONE AHOLOKA**  
FIRST 6 MO: \$488,533  
RTN: 69.5  
SGA: Steve Friedlander

## MASTER GENERAL AGENTS



**1. Jason Bratin**  
FIRST 6 MO: \$1,193,954  
RTN: 74.0  
SGA: Theodore Pappas

**2. PATRICK BENDURE**  
FIRST 6 MO: \$1,185,457  
RTN: 78.0  
SGA: Surace-Smith

**3. SIMON ROLLAND**  
FIRST 6 MO: \$1,151,844  
RTN: 74.0  
SGA: Steve Friedlander

**4. MATTHEW PARKS**  
FIRST 6 MO: \$1,108,277  
RTN: 77.0  
SGA: Surace-Smith

**5. JUSTIN ADAMS**  
FIRST 6 MO: 933,563  
RTN: 70.4  
SGA: Simon Arias

## REGIONAL GENERAL AGENTS



**1. Taina Lameko**  
FIRST 6 MO: \$2,913,170  
RTN: 68.1  
SGA: Steve Friedlander

**2. MICHAEL VASU**  
FIRST 6 MO: \$2,762,739  
RTN: 74.4  
SGA: Surace-Smith

## SALES DIRECTOR



**1. Steve Kaffis**  
2011 GROWTH: 33.0%

## PR CATEGORY I



**1. Chuck Hill**  
CARDS: 36,048  
N CA/Enstedt

**2. MALKA ARONY**  
CARDS: 29,873  
Arizona/Valdez

## PR CATEGORY II



**1. Robin Andrade**  
CARDS: 22,159  
Massachusetts/Kelleher

**2. J T TASKER**  
CARDS: 14,048  
NYS/Farr

## PR CATEGORY III



**1. Mario Soljan**  
CARDS: 23,074  
NZ/Friedlander

**2. DAVID BLAISDELL**  
CARDS: 17,868  
Tennessee/Farr

## PR CATEGORY IV



**1. Darrell Dorey**  
CARDS: 16,836  
Maritimes/Gilbert

## MOST CARDS GENERATED



**1. Chuck Hill**  
CARDS: 36,048  
N CA/ Enstedt

## PR MANAGER



**1. Judy Spade**  
CARD GROWTH: 16,483  
OH/Farr

**2. BILLY SAUERS**  
CARD GROWTH: 8,305  
NYC/Fuldauer

## PR DIRECTOR



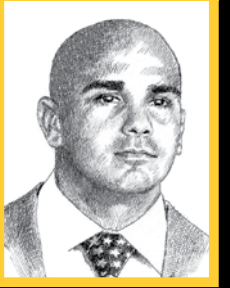
**1. Tim Farr**  
CARD GROWTH: 5,020  
Michigan

## SGA CATEGORY I



**1. Surace-Smith**  
RTN: 76.4  
186% PERF FACTOR

## SGA CATEGORY II



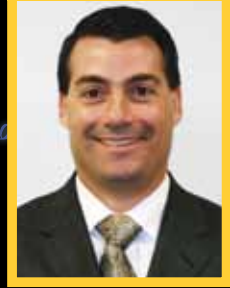
**1. Simon Arias**  
RTN: 74.2  
312% PERF FACTOR

## SGA CATEGORY III



**1. Theodore Pappas**  
RTN: 75.0  
248% PERF FACTOR

## SGA CATEGORY IV



**1. Steven DiChiaro**  
RTN: 71.7  
194% PERF FACTOR

## SGA CATEGORY VI



**1. Joseph Diecedue**  
RTN: 70.7  
106% PERF FACTOR

## START UP



**1. Sabrina Lloyd**  
RTN: 69.7  
181% F6 OBJ





Dustin Dunlap  
Robert Dunn  
Vivian Dwyer  
Eric Ebbitt  
Steven Edgell  
Loretta Ekeroma  
Rashaan Elam  
Heather English  
Jeremy Engrav  
Maria Esposito  
Ross Ewen  
Lucky Faaitiiti  
Beth Farm  
Tim Farr  
Christopher Favor  
Sokol Fazliu  
Gabriel Feldmann  
Thomas Felicciardi  
Charles Ferrari  
Matthew Ficarra  
Ryan Fickert  
Seiloni Filimoehala  
Uateson Filimoehala  
Nicholas Fisher  
Gina Flores  
Matt Flores  
Oscar Flores-Najarro  
Scott Florin  
Matthew Foster  
Don Foti  
James Franklin  
Zachary Frentsos  
Steve Friedlander  
Mary Maida Fujii  
Susan Fuldauer  
David Fung  
Cindy Furer  
Mary Ann Gaelic  
Mark Gagliardi  
Kevin Galloway  
Erna Gasanin  
Tony Geer  
Bo Gentle  
Justin Germany  
Brian Gilmore  
Louis Giogaia  
Matthew Girard  
Mark Glazer  
Benjamin Goldberg  
Alex Gonzales  
Joshua Goodman  
Odilia Goulart  
Sharif Grays  
Maria Greene  
Steve Greer  
Brett Gryska  
Anna Guido-Rohrer  
David Guzman  
Eluerecia Guzman  
Darron Hacker  
Fred Hadayia  
Kevin Haines  
Luan Hajnaj  
Ryan Hall  
Scott Hanna  
Daniel Hanson  
Jose Harb  
Dwayne Hargrove

Mathew Hart  
Zachary Hart  
DeAnthony Hartm  
Daniel Hartwig  
Omar Hashimi  
Roghie Hassan Lo  
Kelly Hassert  
Lawrence Hauck  
Filipo Havili  
Lisa Hawkins  
Maurice Hawkins  
Gregory Hayman  
Elias Hazen  
Matt Henderson  
Bryant Hendley  
Linda Henke  
Richard Henry  
Hal Herman  
Alex Hernandez  
Brandi Hershey  
Heather Hewitt  
Eric Hidy  
Chuck Hill  
Stephen Hill  
Jennifer Holliday  
John Holstein  
Kevin Holtz  
Evan Holzhauser  
Akbar Hosseini  
Marcus Howard  
Liliya Hrabar  
Adam Huck  
Peter Hudousek  
Cristi Huffman  
Carissa Huggins  
Debra Hunter  
Brian Hutchings  
Arnold Iacoviello  
Henry Ingraham  
Kevin Ishikane  
Kyle Istvanditsch  
David Jackson  
Linda Jackson  
Andy Jaikaran  
Robert Janev  
Danielle Jankowski  
John Jatoft  
Roosevelt Jeanty  
Phillip Jenkins  
Stephen Jeung  
David Joh  
Michael Johansen  
Horace Johnson  
Kyle Johnson  
Nicole Johnson  
Ariana Jones  
Stephen Jubrey  
Bradley Kampmeier  
Robert Kanaan  
Peter Kaplanis  
Eugene Kashkin  
Sebastian Kazek  
James Keefer  
Jack Keiderling  
Denise Kendall  
Ryan Kendl  
Christopher Kennedy  
Joey Kennedy

Mary Keough  
Jennifer Kinder  
Elyse Koven  
Elaine Kulawiak  
Casey Kunash  
Anna Lachman  
Thelma Lambert  
Lorenzo Lameko  
Brock Lampee  
Candi Lau  
Corey Lavigne  
Joshua Lenix  
Patrick Lesatele  
Jessimi Lewis  
Sandra Linse  
David Livingston  
Lamar Livingston  
Mercedes Lloyd  
Sabrina Lloyd  
Michael Logue  
Jose Lopes  
Bernardo Lopez  
Nicholas Lorence  
Melissa Lusk  
Earnest Loveless  
Larry Lozano  
Lydia Lozano  
Chris Lussier  
Richard Luzaich  
Richard Lyddon  
Crystal Lynch  
Alan Lyons  
Jun Ma  
Brandon MacDonald  
Jonathan MacLennan  
Seini Mafi  
Michal Majewski  
Matthew Marchitto  
Paul Mariotti  
Steve Marker  
Jesse Martin  
Katie Massart  
Alvin Massenburg  
Linette Matti  
Jonathan Maust  
Andre McCallum  
Amie McCracken  
Kelly McDonald  
Christopher McFoy  
Andrew McQuade  
Daniel McQuoid  
Staci Meckler  
Emilexis Medina  
Carla Miller  
Darren Miller  
David J Miller  
Travis Moody  
Nicholas Moore  
Levar Morgan  
Luciana Mosca  
Janice Moseychuck  
Tone Munro  
Floyd Musgrave  
Rebecca Najlis  
Vakhtang Nazaryan  
Dan Nebraska  
Mark Neilson  
Ronald Newlin

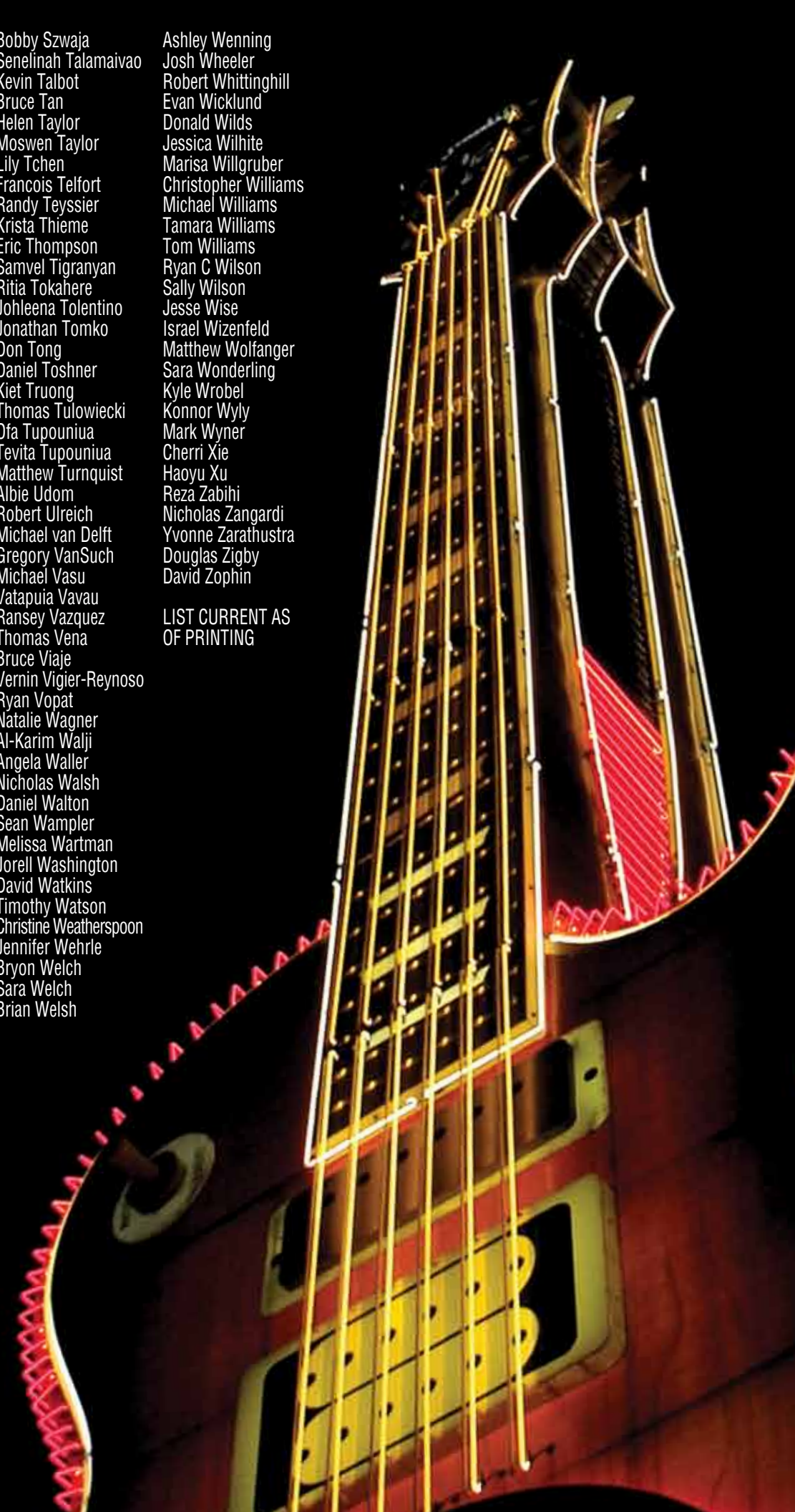
Christopher New  
Kim Nguyen  
Kristy Nguyen  
Leane Nguyen  
Andrea Nichols  
Branislava Nikoltchovska  
Evelyn Nkwenti  
Timothy Nolan  
Robert Nolan  
Stephanie Novel  
Kwaku Nti  
Fritznel Octave  
Ed Offert  
Bernard Oliphant  
Franklin Ollie  
Bob Olson  
Ryan O'Malley  
Laurie Onasch  
Ashlynn Orng  
Graeme Orr  
Zach Otto  
George Pacunayen  
Chad Panzer  
Lafi Papalii  
Theodore Pappas  
Enrico Paredes  
Prentiss Parker  
Aaron Parks  
Matthew Parks  
William Parmeter  
Deborah Parnell  
Nicholas Patterson  
Scott Patterson  
Nohemy Peccorini  
Carmela Pellen  
Brent Penno  
Herivelto Pereira  
Matt Pflueger  
Christopher Phoenix  
Travis Picklesimer  
Michael Polakowski  
Jesusdieu Portilus  
Daniel Posner  
Daniel Potilechio  
Madai Price  
Gary Prokop  
Nasr Quadri  
Syed Quadri  
Max Quasem  
Andi Ramazani  
David Ramirez  
Maria Ramirez  
Ronnie Ramirez  
Connie Reichard  
Jesse Remby  
Scott Remmey  
Ronald Rennich  
Vaine Rere  
Raymon Reynolds  
Kevin Ristau  
Raymond Risucci  
Ronald Rivera  
Anthony Rizzo  
Maria Rocha  
Victor Rodos  
Alex Roland  
Simon Rolland  
Samantha Romano

Michael Romeo  
Noel Rose  
Ali Rothbaum  
Steven Rotherforth  
Gary Rothman  
Norman Roy  
Alex Rozotto  
Johna Ryan  
Kelly Ryan  
Agatha Safford  
Atta Saleh  
Joey Sales  
Marc Salvaggi  
Angel Sanchez  
Javier Sandoval  
Jessica Santamarina  
Ruben Santillana  
Zachary Santino  
Imran Satti  
Billy Sauers  
Justin Schaub  
Michael Schumacher  
Amir Sedaghat  
John Setu  
Erez Shabtay  
Shawn Sheridan  
Katie Shugert  
Amy Shui  
Donny Shumkuenip  
Ofa Siasau  
Julia Sigal  
Jason Siliva  
Robert Simmen  
Tibor Simon  
Satbir Singh  
Joshua G Smith  
Marcus Smith  
Ryan Smith  
Sarah Smith  
William Smith  
Beth Snow  
Austin Soboleski  
Seema Soin  
Nancy Solar  
Mario Soljan  
Ny Sorn  
Randolph Souliers  
Alomkone Soundara  
Jason South  
Judy Spade  
Rona Spano  
Steven Sparkes  
Rob Speers  
Jesse Spencer  
Casey Sperzel  
Donald Spohn  
Rafael Spratling  
Christina Stableford  
Natain Stam  
Zbigniew Stankiewicz  
Steven Stensrud  
Tyler Stewart  
Barbara Stillwell  
Craig Strompf  
Maijargal Sukhbaatar  
Andrew Sunkin  
Dustin Surace  
James Surace

Bobby Szwaja  
Senelinah Talamaivao  
Kevin Talbot  
Bruce Tan  
Helen Taylor  
Moswen Taylor  
Lily Tchen  
Francois Telfort  
Randy Teyssier  
Krista Thieme  
Eric Thompson  
Samvel Tigranyan  
Ritia Tokahere  
Johleena Tolentino  
Jonathan Tomko  
Don Tong  
Daniel Toshner  
Kiet Truong  
Thomas Tulowiecki  
Ofa Tupouniua  
Tevita Tupouniua  
Matthew Turnquist  
Albie Udom  
Robert Ulreich  
Michael van Delft  
Gregory VanSuch  
Michael Vasu  
Vatapuia Vavau  
Ransey Vazquez  
Thomas Vena  
Bruce Viaje  
Vernin Vigier-Reynoso  
Ryan Vopat  
Natalie Wagner  
Al-Karim Walji  
Angela Waller  
Nicholas Walsh  
Daniel Walton  
Sean Wampler  
Melissa Wartman  
Jorell Washington  
David Watkins  
Timothy Watson  
Christine Weatherspoon  
Jennifer Wehrle  
Bryon Welch  
Sara Welch  
Brian Welsh

Ashley Wenning  
Josh Wheeler  
Robert Whittinghill  
Evan Wicklund  
Donald Wilds  
Jessica Wilhite  
Marisa Willgruber  
Christopher Williams  
Michael Williams  
Tamara Williams  
Tom Williams  
Ryan C Wilson  
Sally Wilson  
Jesse Wise  
Israel Wizenfeld  
Matthew Wolfanger  
Sara Wonderling  
Kyle Wrobel  
Konnor Wylly  
Mark Wyner  
Cherri Xie  
Haoyu Xu  
Reza Zabihi  
Nicholas Zangardi  
Yvonne Zarathustra  
Douglas Zigby  
David Zophin

LIST CURRENT AS  
OF PRINTING



# Individual Producers



**1. Amir Sedaghat**  
Surrey, BC



**2. Cameron Clay**  
Pittsburgh, PA



**3. Mauselie Dor**  
Miami Lakes, FL



**4. Meredith Divita**  
San Jose, CA



**5. Max Quasem**  
Los Angeles, CA



**6. Tone Munro**  
Auckland, NZ



**7. Sandra Miller**  
San Jose, CA



**8. Erika Valdez**  
San Jose, CA



**9. Jesusdieu Portilus**  
Miami Lakes, FL



**10. Matt Flores**  
Concord, CA



**11. Gabriel Feldmann**  
Phoenix, AZ



**12. Joshua Cook**  
Pittsburgh, PA



**13. Ryan Doughty**  
Pittsburgh, PA



**14. Terrence Asuncion**  
San Jose, CA



**15. Andrew Cavicchi**  
Pittsburgh, PA



**16. Israel Wizenfeld**  
Los Angeles, CA



**17. Joey Kennedy**  
Nashville, TN



**18. Ryan Bisson**  
Portland, ME



**19. Daniel Toshner**  
Redmond, WA



**20. Andy Jaikaran**  
Tampa, FL

## IceBreakers

**Mark Arbelo**  
Cleveland, OH  
\$13,999 Net ALP  
Matthew Parks MGA  
Surace-Smith SGA

**Gerald Doerr**  
Cleveland, OH  
\$12,934 Net ALP  
Matthew Hart MGA  
Surace-Smith SGA

**Leane Nguyen**  
Concord, CA  
\$12,749 Net ALP  
Ben Halali MGA  
Jatoft-Foti SGA

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

## January Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Amir Sedaghat	\$66,140		92.8	Bobby Gujral	Altig-Orlovic
2.	Cameron Clay	30,989	100		Justin Adams	Simon Arias
3.	Mauselie Dor	30,673		86.1	Fritznel Octave	Williams-Zophin
4.	Meredith Divita	28,761	100		Ben Halali	Jatoft-Foti
5.	Max Quasem	21,199		88.2		Cohen-Cohen
6.	Tone Munro	20,561		88.8	Tone Munro	Steve Friedlander
7.	Sandra Miller	20,171		88	Ben Halali	Jatoft-Foti
8.	Erika Valdez	20,012		100	Ben Halali	Jatoft-Foti
9.	Jesudieu Portilus	18,436		85	Fritznel Octave	Williams-Zophin
10.	Matt Flores	18,214		74.3	Yvonne Zarathustra	Jatoft-Foti
11.	Gabriel Feldmann	18,135		68.9		Brandon Cooley
12.	Joshua Cook	17,861		79	Brian Welch	Simon Arias
13.	Ryan Doughty	17,760		80	Matthew Diulus	Simon Arias
14.	Terrence Asuncion	17,582		83.8	Ben Halali	Jatoft-Foti
15.	Andrew Cavicchi	17,281		85.4	Scott Davis	Simon Arias
16.	Israel Wizenfeld	17,055		77.7		Cohen-Cohen
17.	Joey Kennedy	16,141		72.2	Ryan Stenglein	Altig-Orlovic
18.	Ryan Bisson	15,963		92		Matt Wolfanger
19.	Daniel Toshner	15,894		77.5	Joshua Olin	Altig-Orlovic
20.	Andy Jaikaran	15,583		90	Sebastian Kazak	Matt Henderson
21.	Nicole Tomas	15,564		97	Doreen Ryan-Foti	Jatoft-Foti
22.	Ronald Rivera	15,296		84.6		Cohen-Cohen
23.	Dwayne Hargrove	15,228		74.5	Leon Thompson	Alt-Orl-Hay
24.	Michael Schumacher	15,034		92.7	Thomas Vena	Simon Arias
25.	Bruce Tan	15,029		85.4	Christopher Clark	Altig-Orlovic
26.	Deborah Parnell	14,901		73.7	Leon Thompson	Alt-Orl-Hay
27.	Gary Bowen	14,885		98	Sebastian Kazak	Matt Henderson
28.	Zach Otto	14,211		89	Zach Otto	Sabrina Lloyd
29.	Lily Tchen	14,115		86.5		Cohen-Cohen
30.	Brian Gilmore	14,020		86	James Keefer	Simon Arias
31.	Mark Arbelo	13,999		97	Matthew Parks	Surace-Smith
32.	Matthew Caternolo	13,429		95	Aaron Parks	Simon Arias
33.	Lesina Ah Sue	13,403		70.1	Stephen Hill	Steve Friedlander
34.	Joshua Keller	13,370		81	Matt Pflueger	Tiffany Roland
35.	Peter Fournier	13,368		90	Ryan Vopat	Surace-Smith
36.	Bernard Oliphant	13,173		92.6	Troy Plummer	Alt-Orl-Hay
37.	Mary Maida Fujii	13,126		95	Steven Cox	Steve Friedlander
38.	Nicholas Rogers	13,007		93	Sebastian Kazak	Matt Henderson
39.	Kevin Ishikane	12,970		71.4	Daven Hemosura	Altig-Orlovic
40.	Gerald Doerr	12,934		87	Matthew Hart	Surace-Smith
41.	Lee Jeffers	12,851		85.5		Altig-Orlovic
42.	Leane Nguyen	12,749		100	Ben Halali	Jatoft-Foti
43.	Joanna Dumas	12,654		96	Ariana Jones	Theodore Pappas
44.	Russell Coakley	12,547		98	Matthew Diulus	Simon Arias
45.	Kevin Lenford	12,530		91	Ala Awad	Alex Roland
46.	Lawrence Reardon	12,529		100	Thomas Vena	Simon Arias
47.	Denise Hewison	12,516		90	Zachary Hart	Surace-Smith
48.	Kelly Ryan	12,499		90.4	Zachary Hart	Surace-Smith
49.	Craig Shaw	12,444		79	Ryan Kendl	Altig-Orlovic
50.	Michelle Dupuis	12,426		95	Matthew Turnquist	Richard Correa

ALL TIME RECORD: OFA TUPOUNIUA \$87,000 Net ALP

## YTD Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Amir Sedaghat	\$66,140		92.8	Bobby Gujral	Altig-Orlovic
*2.	Cameron Clay	30,989	100		Justin Adams	Simon Arias
*3.	Mauselie Dor	30,673		86.1	Fritznel Octave	Williams-Zophin
*4.	Meredith Divita	28,761	100		Ben Halali	Jatoft-Foti
*5.	Max Quasem	21,199		88.2		Cohen-Cohen
*6.	Tone Munro	20,561		88.8	Tone Munro	Steve Friedlander
*7.	Sandra Miller	20,171		88	Ben Halali	Jatoft-Foti
*8.	Erika Valdez	20,012		100	Ben Halali	Jatoft-Foti
*9.	Jesudieu Portilus	18,436		85	Fritznel Octave	Williams-Zophin
*10.	Matt Flores	18,214		74.3	Yvonne Zarathustra	Jatoft-Foti
11.	Gabriel Feldmann	18,135		68.9		Brandon Cooley
12.	Joshua Cook	17,861		79	Brian Welch	Simon Arias
13.	Ryan Doughty	17,760		80	Matthew Diulus	Simon Arias
14.	Terrence Asuncion	17,582		83.8	Ben Halali	Jatoft-Foti
15.	Andrew Cavicchi	17,281		85.4	Scott Davis	Simon Arias
16.	Israel Wizenfeld	17,055		77.7		Cohen-Cohen
17.	Joey Kennedy	16,141		72.2	Ryan Stenglein	Altig-Orlovic
18.	Ryan Bisson	15,963		92		Matt Wolfanger
19.	Daniel Toshner	15,894		77.5	Joshua Olin	Altig-Orlovic
20.	Andy Jaikaran	15,583		90	Sebastian Kazak	Matt Henderson
21.	Nicole Tomas	15,564		97	Doreen Ryan-Foti	Jatoft-Foti
22.	Ronald Rivera	15,296		84.6		Cohen-Cohen
23.	Dwayne Hargrove	15,228		74.5	Leon Thompson	Alt-Orl-Hay
24.	Michael Schumacher	15,034		92.7	Thomas Vena	Simon Arias
25.	Bruce Tan	15,029		85.4	Christopher Clark	Altig-Orlovic
26.	Deborah Parnell	14,901		73.7	Leon Thompson	Alt-Orl-Hay
27.	Gary Bowen	14,885		98	Sebastian Kazak	Matt Henderson
28.	Zach Otto	14,211		89	Zach Otto	Sabrina Lloyd
29.	Lily Tchen	14,115		86.5		Cohen-Cohen
30.	Brian Gilmore	14,020		86	James Keefer	Simon Arias
31.	Mark Arbelo	13,999		97	Matthew Parks	Surace-Smith
32.	Matthew Caternolo	13,429		95	Aaron Parks	Simon Arias
33.	Lesina Ah Sue	13,403		70.1	Stephen Hill	Steve Friedlander
34.	Joshua Keller	13,370		81	Matt Pflueger	Tiffany Roland
35.	Peter Fournier	13,368		90	Ryan Vopat	Surace-Smith
36.	Bernard Oliphant	13,173		92.6	Troy Plummer	Alt-Orl-Hay
37.	Mary Maida Fujii	13,126		95	Steven Cox	Steve Friedlander
38.	Nicholas Rogers	13,007		93	Sebastian Kazak	Matt Henderson
39.	Kevin Ishikane	12,970		71.4	Daven Hemosura	Altig-Orlovic
40.	Gerald Doerr	12,934		87	Matthew Hart	Surace-Smith
41.	Lee Jeffers	12,851		85.5		Altig-Orlovic
42.	Leane Nguyen	12,749		100	Ben Halali	Jatoft-Foti
43.	Joanna Dumas	12,654		96	Ariana Jones	Theodore Pappas
44.	Russell Coakley	12,547		98	Matthew Diulus	Simon Arias
45.	Kevin Lenford	12,530		91	Ala Awad	Alex Roland
46.	Lawrence Reardon	12,529		100	Thomas Vena	Simon Arias
47.	Denise Hewison	12,516		90	Zachary Hart	Surace-Smith
48.	Kelly Ryan	12,499		90.4	Zachary Hart	Surace-Smith
49.	Craig Shaw	12,444		79	Ryan Kendl	Altig-Orlovic
50.	Michelle Dupuis	12,426		95	Matthew Turnquist	Richard Correa

ALL TIME RECORD: TONE MUNRO \$477,360 Net ALP

## Supervising Agents



**1. Donald Wilds**  
Pittsburgh, PA



**2. Ryan Fickert**  
Columbus, OH



**3. Brian Hutchings**  
Rochester, NY



**4. Amelyn Baniqued**  
Auckland, NZ



**5. Pamela Altman**  
Columbus, OH

January Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	<b>Donald Wilds</b>	\$30,990	\$35,476	100		Justin Adams Simon Arias
2.	<b>Ryan Fickert</b>	30,407	37,353		75.6	Zachary Hart Surace-Smith
3.	<b>Brian Hutchings</b>	23,804	30,371	89		Stephen Jubrey Oldham-Bianchi
4.	<b>Amelyn Baniqued</b>	23,426	33,175	99		Steven Cox Steve Friedlander
5.	<b>Pamela Altman</b>	22,369	30,100		75.4	Elias Hazen Surace-Smith
6.	Melissa Wartman	22,036	30,871	87		Matthew Parks Surace-Smith
7.	Raphael Musto	18,939	19,620	86		Michael Clemente Simon Arias
8.	Jamaal Lynwood	18,307	22,678	89		Evan Holzhauer Giglione-Ackerman
9.	Vernin Vigier-Reynoso	18,284	29,384	92		Sebastian Kazek Matt Henderson
10.	Andrew Pratt	18,270	21,615	92		I-Perfection Harris Cunningham-Weatherspoon

ALL TIME RECORD: \$286,210 1st Six Mo Agt  
ALL TIME RECORD: \$286,210 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	<b>Donald Wilds</b>	\$30,990	\$35,476	100		Justin Adams Simon Arias
2.	Ryan Fickert	30,407	37,353		75.6	Zachary Hart Surace-Smith
3.	Brian Hutchings	23,804	30,371	89		Stephen Jubrey Oldham-Bianchi
4.	Amelyn Baniqued	23,426	33,175	99		Steven Cox Steve Friedlander
5.	Pamela Altman	22,369	30,100		75.4	Elias Hazen Surace-Smith
6.	Melissa Wartman	22,036	30,871	87		Matthew Parks Surace-Smith
7.	Raphael Musto	18,939	19,620	86		Michael Clemente Simon Arias
8.	Jamaal Lynwood	18,307	22,678	89		Evan Holzhauer Giglione-Ackerman
9.	Vernin Vigier-Reynoso	18,284	29,384	92		Sebastian Kazek Matt Henderson
10.	Andrew Pratt	18,270	21,615	92		I-Perfection Harris Cunningham-Weatherspoon

ALL TIME RECORD: \$653,097 1st Six Mo Agt  
ALL TIME RECORD: \$959,675 Net ALP

## General Agents



**1. Matthew Conrad**  
Cleveland, OH



**2. Jesse Remby**  
Pittsburgh, PA



**3. Travis Picklesimer**  
Cincinnati, OH



**4. Dustin Dunlap**  
Columbus, OH



**5. Timothy Watson**  
Cleveland, OH



**6. Aaron Haynes**  
Pittsburgh, PA



**7. Bryon Welch**  
Auckland, NZ



**8. Andrew McQuade**  
Greenwood Vlg., OH



**9. Kyle Wrobel**  
Columbus, OH



**10. Kevin Ristau**  
Irving, TX

January Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	<b>Matthew Conrad</b>	\$52,755	\$78,080	89		Matthew Parks Surace-Smith
2.	<b>Jesse Remby</b>	49,491	66,827	91		Scott Davis Simon Arias
3.	<b>Travis Picklesimer</b>	41,039	39,628	81		Darron Hacker Surace-Smith
4.	<b>Dustin Dunlap</b>	40,464	58,305		78.0	Zachary Hart Surace-Smith
5.	<b>Timothy Watson</b>	40,142	44,485		73.3	Ryan Vopat Surace-Smith
6.	<b>Aaron Haynes</b>	39,106	39,106	95		Justin Adams Simon Arias
7.	<b>Bryon Welch</b>	36,253	47,472	96		Sara Welch Steve Friedlander
8.	<b>Andrew McQuade</b>	35,221	40,873	89		Matthew Tumquist Richard Correa
9.	<b>Kyle Wrobel</b>	34,728	27,650		69.6	Mathew Hart Surace-Smith
10.	<b>Kevin Ristau</b>	30,823	30,823	92		Ala Awad Alex Roland
11.	Kevin Holtz	28,648	54,611		77.6	Nicholas Zangardi Surace-Smith
12.	Billy Northington	28,222	31,974	100		Richard Henry Alex Roland
13.	John Setu	28,191	32,226		72.8	Simon Rolland Steve Friedlander
14.	Francisco Zarathustra	27,951	34,028	92		Yvonne Zarathustra Jatoft-Foti
15.	Zachary Santino	26,516	38,692	91		Stephen Jubrey Oldham-Bianchi
16.	Ofa Siasau	25,948	34,866	96		William Smith Steve Friedlander
17.	Amanda Beyersdorff	25,806	32,968		80.0	Mathew Hart Surace-Smith
18.	Dan Nebraski	25,247	35,433	88		Aaron Parks Simon Arias
19.	Dominique Bertoncini	25,166	32,871	83		Jose Harb Jatoft-Foti
20.	Matthew Hodge	24,536	35,460	88		Brett Gryska Oldham-Bianchi

ALL TIME RECORD: \$441,104 1st Six Mo Agt  
ALL TIME RECORD: \$624,474 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	<b>Matthew Conrad</b>	\$52,755	\$78,080	89		Matthew Parks Surace-Smith
*2.	<b>Jesse Remby</b>	49,491	66,827	91		Scott Davis Simon Arias
*3.	<b>Travis Picklesimer</b>	41,039	39,628	81		Darron Hacker Surace-Smith
*4.	<b>Dustin Dunlap</b>	40,464	58,305		78.0	Zachary Hart Surace-Smith
*5.	<b>Timothy Watson</b>	40,142	44,485		73.3	Ryan Vopat Surace-Smith
6.	Aaron Haynes	39,106	39,106	95		Justin Adams Simon Arias
7.	Bryon Welch	36,253	47,472	96		Sara Welch Steve Friedlander
8.	Andrew McQuade	35,221	40,873	89		Matthew Tumquist Richard Correa
9.	Kyle Wrobel	34,728	27,650		69.6	Mathew Hart Surace-Smith
10.	Kevin Ristau	30,823	30,823	92		Ala Awad Alex Roland
11.	Kevin Holtz	28,648	54,611		77.6	Nicholas Zangardi Surace-Smith
12.	Billy Northington	28,222	31,974	100		Richard Henry Alex Roland
13.	John Setu	28,191	32,226		72.8	Simon Rolland Steve Friedlander
14.	Francisco Zarathustra	27,951	34,028	92		Yvonne Zarathustra Jatoft-Foti
15.	Zachary Santino	26,516	38,692	91		Stephen Jubrey Oldham-Bianchi
16.	Ofa Siasau	25,948	34,866	96		William Smith Steve Friedlander
17.	Amanda Beyersdorff	25,806	32,968		80.0	Mathew Hart Surace-Smith
18.	Dan Nebraski	25,247	35,433	88		Aaron Parks Simon Arias
19.	Dominique Bertoncini	25,166	32,871	83		Jose Harb Jatoft-Foti
20.	Matthew Hodge	24,536	35,460	88		Brett Gryska Oldham-Bianchi

ALL TIME RECORD: \$1,468,394 1st Six Mo Agt  
ALL TIME RECORD: \$2,262,883 Net ALP

## Master General Agents



**1. Mathew Hart**  
Cleveland, OH



**2. Matthew Parks**  
Cleveland, OH



**3. Justin Adams**  
Pittsburgh, PA



**4. Matthew Turnquist**  
Denver, CO



**5. Simon Rolland**  
Auckland, NZ



**6. Jason Bratin**  
Flushing, NY



**7. Zachary Hart**  
Columbus, OH



**8. Sebastian Kazek**  
Tampa, FL



**9. Darron Hacker**  
Hacker, OH



**10. Elias Hazen**  
Columbus, OH

January Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Mathew Hart	\$101,199	\$112,854		74.7	Surace-Smith
2.	Matthew Parks	94,842	164,022		76.7	Surace-Smith
3.	Justin Adams	84,685	109,855		70.3	Simon Arias
4.	Matthew Turnquist	83,937	92,138		72.5	Richard Correa
5.	Simon Rolland	81,814	97,570		73.6	Steve Friedlander
6.	Jason Bratin	79,289	136,143		73.3	Theodore Pappas
7.	Zachary Hart	78,937	121,537		81.5	Surace-Smith
8.	Sebastian Kazek	71,795	92,158		71.4	Matt Henderson
9.	Darron Hacker	64,139	72,659		71.2	Surace-Smith
10.	Elias Hazen	60,904	73,424		72.9	Surace-Smith
11.	Steven Cox	60,481	85,937		82.3	Steve Friedlander
12.	Scott Davis	52,386	65,075		81.9	Simon Arias
13.	Matthew Diulus	51,303	114,462		72.5	Simon Arias
14.	Stephen Jubrey	50,988	106,840		78.3	Oldham-Bianchi
15.	Matt Pflueger	48,357	65,916		74.4	Tiffany Roland
16.	Angel Sanchez	47,617	52,611	87		Scott Sonnenberg
17.	Ryan Vopat	46,238	61,815		72.4	Surace-Smith
18.	Brett Gyska	46,183	81,137		72.2	Oldham-Bianchi
19.	Michael Clemente	45,986	66,637		71.2	Simon Arias
20.	Marisa Willgruber	45,869	61,376		71.7	Fred Hadayia

ALL TIME RECORD: \$438,277 1st Six Mo Agt  
ALL TIME RECORD: \$723,872 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Mathew Hart	\$101,199	\$112,854		74.7	Surace-Smith
*2.	Matthew Parks	94,842	164,022		76.7	Surace-Smith
*3.	Justin Adams	84,685	109,855		70.3	Simon Arias
*4.	Matthew Turnquist	83,937	92,138		72.5	Richard Correa
*5.	Simon Rolland	81,814	97,570		73.6	Steve Friedlander
6.	Jason Bratin	79,289	136,143		73.3	Theodore Pappas
7.	Zachary Hart	78,937	121,537		81.5	Surace-Smith
8.	Sebastian Kazek	71,795	92,158		71.4	Matt Henderson
9.	Darron Hacker	64,139	72,659		71.2	Surace-Smith
10.	Elias Hazen	60,904	73,424		72.9	Surace-Smith
11.	Steven Cox	60,481	85,937		82.3	Steve Friedlander
12.	Scott Davis	52,386	65,075		81.9	Simon Arias
13.	Matthew Diulus	51,303	114,462		72.5	Simon Arias
14.	Stephen Jubrey	50,988	106,840		78.3	Oldham-Bianchi
15.	Matt Pflueger	48,357	65,916		74.4	Tiffany Roland
16.	Angel Sanchez	47,617	52,611	87		Scott Sonnenberg
17.	Ryan Vopat	46,238	61,815		72.4	Surace-Smith
18.	Brett Gyska	46,183	81,137		72.2	Oldham-Bianchi
19.	Michael Clemente	45,986	66,637		71.2	Simon Arias
20.	Marisa Willgruber	45,869	61,376		71.7	Fred Hadayia

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st Six Mo Agt  
ALL TIME RECORD: \$4,468,285 Net ALP

## Regional General Agents



**1. Michael Vasu**  
Cleveland, OH



**2. Thomas Vena**  
Pittsburgh, PA



**3. Patrick Bendure**  
Columbus, OH



**4. Justin Adams**  
Pittsburgh, PA



**5. Simon Rolland**  
Auckland, NZ

January Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Michael Vasu	\$292,294	\$455,252		74.4	Surace-Smith
2.	Thomas Vena	280,459	484,215		75.6	Simon Arias
3.	Patrick Bendure	234,650	355,018		75.4	Surace-Smith
4.	Justin Adams	174,370	259,355		72.5	Simon Arias
5.	Simon Rolland	143,771	186,683		75.6	Steve Friedlander
6.	Brett Gyska	136,041	260,030		74.7	Oldham-Bianchi
7.	Stephen Hill	110,908	189,338		77.4	Steve Friedlander
8.	Samuel Cohen	98,149	164,571		70.3	Fred Hadayia
9.	Michael Laramie	88,392	114,098		72.1	Steven Greer
10.	Ronald Newlin	86,991	96,767	90		Alex Roland

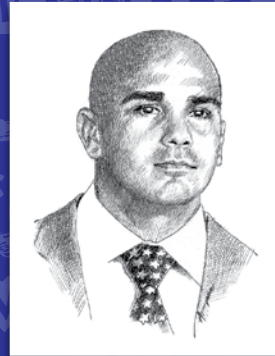
ALL TIME RECORD: \$980,159 1st Six Mo Agt  
ALL TIME RECORD: \$1,435,508 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Michael Vasu	\$292,294	\$455,252		74.4	Surace-Smith
*2.	Thomas Vena	280,459	484,215		75.6	Simon Arias
3.	Patrick Bendure	234,650	355,018		75.4	Surace-Smith
4.	Justin Adams	174,370	259,355		72.5	Simon Arias
5.	Simon Rolland	143,771	186,683		75.6	Steve Friedlander
6.	Brett Gyska	136,041	260,030		74.7	Oldham-Bianchi
7.	Stephen Hill	110,908	189,338		77.4	Steve Friedlander
8.	Samuel Cohen	98,149	164,571		70.3	Fred Hadayia
9.	Michael Laramie	88,392	114,098		72.1	Steven Greer
10.	Ronald Newlin	86,991	96,767	90		Alex Roland

ALL TIME RECORD: TAINA LAMEKO \$5,230,627 1st Six Mo Agt  
ALL TIME RECORD: \$8,242,209 Net ALP

# State General Agents

Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% growth and 80% of First Six Month Net ALP Objective; SGAs with less than 12 months tenure in CAT I-VIII will be ranked with 100% of objective or above and are not eligible for YTD awards; and the top Net ALP Producer in both the Start-Up and Rookie Categories. YTD Winners for Categories I-VIII will be recognized at Convention by adding both their YTD Growth % and their YTD F6 Net ALP Obj and the YTD Spotlight number may not necessarily reflect that computation. SGAs <13 months will only be recognized by 80% or better of F6 month agent production.



**Simon Arias**  
CATEGORY I



**Matt Henderson**  
CATEGORY III



**Scott Sonnenberg**  
CATEGORY IV



**Top Rookie**

**Alex Roland**  
Net ALP \$95,938



**Top Start-Up**

**Jason Adamo**  
Net ALP \$49,349

Rookie and Start Up SGAs must be in this category for a minimum of 6 months to compete for YTD awards.

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
<b>I</b>	<b>Simon Arias</b>	<b>74.1</b>	<b>74.1</b>	<b>\$455,795</b>	<b>\$347,000</b>	<b>131</b>	<b>220</b>	<b>351</b>
	Surace-Smith	76.2	76.2	526,288	510,000	103	71	174
	Oldham-Bianchi	75.3	75.3	251,358	282,000	89	40	129
<b>III</b>	<b>Matt Henderson</b>	<b>69.0</b>	<b>69.0</b>	<b>\$157,371</b>	<b>\$139,000</b>	<b>113</b>	<b>116</b>	<b>229</b>
	Steve Greer	73.0	73.0	145,836	139,000	105	59	164
<b>IV</b>	<b>Scott Sonnenberg</b>	<b>70.8</b>	<b>70.8</b>	<b>\$117,743</b>	<b>\$113,000</b>	<b>104</b>	<b>232</b>	<b>337</b>
	Slav Bitman	70.0	70.0	100,256	113,000	89	99	187

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
<b>I</b>	<b>Simon Arias</b>	<b>74.1</b>	<b>74.1</b>	<b>\$455,795</b>	<b>\$347,000</b>	<b>131</b>	<b>220</b>	<b>351</b>
	Surace-Smith	76.2	76.2	526,288	510,000	103	71	174
	Oldham-Bianchi	75.3	75.3	251,358	282,000	89	40	129
<b>III</b>	<b>Matt Henderson</b>	<b>69.0</b>	<b>69.0</b>	<b>\$157,371</b>	<b>\$139,000</b>	<b>113</b>	<b>116</b>	<b>229</b>
	Steve Greer	73.0	73.0	145,836	139,000	105	59	164
<b>IV</b>	<b>Scott Sonnenberg</b>	<b>70.8</b>	<b>70.8</b>	<b>\$117,743</b>	<b>\$113,000</b>	<b>104</b>	<b>232</b>	<b>337</b>
	Slav Bitman	70.0	70.0	100,256	113,000	89	99	187

Category	Name	Net to Gross	Retention	Net ALP
<b>Rookie</b>	<b>Alex Roland</b>	<b>75.0</b>	<b>75.0</b>	<b>\$95,938</b>
<b>Start-Up</b>	<b>Jason Adamo</b>	<b>91</b>	<b>91</b>	<b>\$49,349</b>
	Samantha Chui	96	96	43,282
	Christopher Jordan	79	79	22,369

Category	Name	Net to Gross	Retention	Net ALP
<b>Rookie</b>	<b>Alex Roland</b>	<b>95</b>	<b>95</b>	<b>\$95,938</b>
<b>Start-Up</b>	<b>Jason Adamo</b>	<b>91</b>	<b>91</b>	<b>\$49,349</b>
	Samantha Chui	96	96	43,282
	Christopher Jordan	79	79	22,369

# Public Relations



**1. Gabriela Berloni**  
CATEGORY I  
Toronto, ON



**2. Brenda Di Somma**  
CATEGORY I  
Princeton, NJ



**1. Erica Dalager**  
CATEGORY II  
St Paul, MN



**2. Maureen Roberts**  
CATEGORY II  
Rochester, NY



**1. Katherine Kidder**  
CATEGORY III  
Pittsburgh, PA



**2. Bonnie Ellingson**  
CATEGORY III  
St Paul, MN



**1. Paul Winslow**  
CATEGORY IV  
St Louis, MO



**2. Steven Orcherton**  
CATEGORY IV  
Victoria, BC



**1. Shelly Korb**  
Atlanta, GA



**1. Becky Cutler**  
Centennial, CO

January Production				
Category	Rank	Name	Production in Cards	Manager
I	1	Gabriela Berloni	6,024	ON/Denise Gilbert
	2	Brenda Di Somma	2,143	NJ/Christian Chavez
	3	Stephen Matous	1,918	MI/Tim Farr
	4	Mark Gagliardi	1,787	Northern CA/Chuck Hill
	5	Donna LaMontagna	1,746	CHI/Dawn Trudden
II	1	Erica Dalager	2,073	MN/Laurie Onasch
	2	Maureen Roberts	1,225	NY State/J T Tasker
	3	David Scalisi	1,151	NY State/J T Tasker
	4	Robin Andrade	932	MA/RI/Laurie Onasch
	5	Bernard Weaver	753	PA/Katherine Kidder
III	1	Katherine Kidder	3,278	PA/Tim Farr
	2	Bonnie Ellingson	3,073	MN/Erica Dalager
	3	Dee Hettinger	1,907	KS & NW MO/Cynthia Cleary
	4	David Blaisdell	1,136	TN/Elizabeth Farm
	5	Patrena Smith	1,104	CT & W Mass/Susan Kelleher
IV	1	Paul Winslow	1,262	STL/Cynthia Cleary
	2	Steven Orcherton	1,097	BC/Sean Lockrem
	3	Randy Stockley	1,062	MB/Jacqueline deVooght
	4	Christina Stableford	800	NC/Elizabeth Farm
	5	Shane Knowles	669	ME/NH/Susan Kelleher
Rookie	1	Shelly Korb	607	GA/John Keliher

ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards

YTD Production				
Category	Rank	Name	Production in Cards	Manager
I	*1	Gabriela Berloni	6,024	ON/Denise Gilbert
	*2	Brenda Di Somma	2,143	NJ/Christian Chavez
	3	Stephen Matous	1,918	MI/Tim Farr
	4	Mark Gagliardi	1,787	Northern CA/Chuck Hill
	5	Donna LaMontagna	1,746	CHI/Dawn Trudden
II	*1	Erica Dalager	2,073	MN/Laurie Onasch
	*2	Maureen Roberts	1,225	NY State/J T Tasker
	3	David Scalisi	1,151	NY State/J T Tasker
	4	Robin Andrade	932	MA/RI/Laurie Onasch
	5	Bernard Weaver	753	PA/Katherine Kidder
III	*1	Katherine Kidder	3,278	PA/Tim Farr
	*2	Bonnie Ellingson	3,073	MN/Erica Dalager
	3	Dee Hettinger	1,907	KS & NW MO/Cynthia Cleary
	4	David Blaisdell	1,136	TN/Elizabeth Farm
	5	Patrena Smith	1,104	CT & W Mass/Susan Kelleher
IV	*1	Paul Winslow	1,262	STL/Cynthia Cleary
	*2	Steven Orcherton	1,097	BC/Sean Lockrem
	3	Randy Stockley	1,062	MB/Jacqueline deVooght
	4	Christina Stableford	800	NC/Elizabeth Farm
	5	Shane Knowles	669	ME/NH/Susan Kelleher

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER: 61,879 Cards

## PR Managers

January Production			
Rank	Name	Points Earned	Director
1.	Becky Cutler	10	Rachelle Valdez
2.	JT Tasker	6	Tim Farr
3.	Billy Sauers	5	Susan Fuldauer
4.	Judy Spade	5	Tim Farr
5.	Carmella Blitch	5	Patti Morgan

YTD Production			
Rank	Name	Points Earned	Director
*1.	Becky Cutler	10	Rachelle Valdez
*2.	JT Tasker	6	Tim Farr
*3.	Billy Sauers	5	Susan Fuldauer
4.	Judy Spade	5	Tim Farr
5.	Carmella Blitch	5	Patti Morgan

Public Relations categories are as follows:

Category	Population
1	over 8,500,000
2	6,500,000 to 8,499,999
3	4,000,000 to 6,499,999
4	Under 4,000,000

ROOKIE: Reps with 2011 Hire Date

ICEBREAKER: Reps with 2012 Hire Date

PR MANAGER: Points earned based on overall growth for respective territories and percentage of Manager's team earning a monthly PR Bonus.

# PERSONAL RECRUIT

## — PRODUCTION BONUS —

DEADLINE  
EXTENDED  
— FOR CODING —

**The deadline to register Personal Recruits ended January 31, but we are extending the coding period to give you more opportunities to cash in on the Personal Recruiting Bonus!**

### How does the extension for coding work?

Registered Personal Recruits that code by February 29th have the original March 31st deadline for both bonus achievement and additional ALP credit for Convention. There is no change in contest or bonus achievement for these recruits.\*

Registered Personal Recruits that code by March 31st have the deadline for both bonus achievement and additional ALP credit for Convention extended to April 30th. This applies to already registered recruits who code in March only.\*

\*up to \$1500 per personal recruit and every dollar your personal recruit(s) writes prior to the deadline



For Hires in the month of December and January

"Personal Recruit" is defined as someone not in RMS or acquired through an ad (or similar) paid for by the SGA or MGA. Will have a "Personal Recruit Hire Form" which will certify the above and must be signed by recruit, SGA, and personal recruiter. If recruited by a career agent, the recruit does not need to be coded to that agent.

CONTEST PERIOD IS JANUARY 1, 2012 - MARCH 31, 2012

## Perspective



**Scott Smith**  
President  
& Chief Marketing Officer

## The Last 1% of Commitment!

This is always one of my favorite *Spotlight* issues. I love reading about and seeing the pictures of those we salute for their 2011 efforts. These people are the best of the best, the people who had a plan, kept focus, stayed competitive and achieved their goals.

But do you know what other common trait they all possess? It is the trait of commitment. You don't achieve over the course of a year without being totally committed to your goals.

Being committed is a 100% "I'm fully in" approach. It requires a true *Leap of Faith*, and it requires that every bridge to the land of excuses be burnt right to the ground. 99% commitment doesn't work; leaving the slightest opening to excuses will doom your commitment to meeting your goals. It is like the recent motivational videos of water just being hot at 211° but boiling over at 212°. It doesn't boil at 211°, and being committed doesn't work at 99%.

I bet every single one of the 365 days of 2011 when Tone Munro woke up that conviction, passion and commitment were unwavering. You don't accomplish what Tone did without these attributes and many others too.

And I have an example closer to home too. My wife Peggy just had major surgery — double knee replacement. Yes, think about that for a second. Ouch! Peggy has a long road of rehabilitation just to be able to walk pain free. Her road won't end at the finish line of an Olympic sprint; her road will be labeled a success if she will be able to walk down the street without pain. And you know what? She will meet her goals, because she gets up every single day 100% committed to work hard at the rehabilitation plan she and her doctors have laid out. And

you can bet if I see anything close to 1% of waiver on her part I'm there as much as I can be to encourage her. We won't let the disease of 1% "conditional" enter this rehabilitation!

Unconditional commitment is not common. In fact it is often not a bad idea to be "conditionally committed" to many of your goals. This is because the landscape of the variables associated with your goals may change and require you to reassess. "But it (conditional) can't even add up to 1% — that is way too big an escape hatch." But when planning your goals it's important to know what factors you will accept that can alter your commitment. This is very important because it is those and only those factors that are permitted to influence your commitment. What is really important about this phase of the (unconditional) commitment process is that NO OTHER factors are allowed to influence your commitment. If they were not previously identified, they are not allowed in the commitment process. Any factor allowed in at that point is no longer a factor... it's an excuse!

Your mental approach to commitment cannot be undervalued. It's easy to lay out a plan to be the best; it's the most difficult task undertaken to maintain the attitude required every day to achieve your goals. A great example of this is the health club. The health club is a very crowded place in January with many well-intentioned people. But it doesn't take very long to see the crowd begin to dissipate over just a few weeks. These people probably made a New Year's resolution to get in shape and become healthier. They were well intentioned, and they had a plan. What they lacked was 100% commitment to that plan.

It's not easy to maintain the level of commitment to an annualized goal. It becomes an everyday individual commitment. It's conceivable that it may be easier to execute 365 daily commitments of a smaller version than one single commitment that must last a year! Either way can work. But it won't be this *Spotlight* article that gives you inspiration; it must be what's inside you: your mind to come up with an achievable goal and daily plan to blaze a trail to your goal; your guts to have the fortitude to drive on when the going gets tough; and your heart. Your heart is what brings it all together. Your heart will influence your emotions, and when emotions channel positive energy, commitment is most definitely at 100%!

Is your commitment at 100%?



MANCHESTER  
GRAND  
**HYATT**  
SAN DIEGO  
ON SAN DIEGO BAY

*Meet  
You There!*

**2013 Convention:  
May 22 - 25**

Stay at the wonderful Manchester  
Grand Hyatt located in sunny  
San Diego! For complete  
Convention Qualifications, go to:  
[www.aillife.com/arc/spotlight.aspx](http://www.aillife.com/arc/spotlight.aspx)




↑  Don't forget your  
**CARRY-ON BAG**

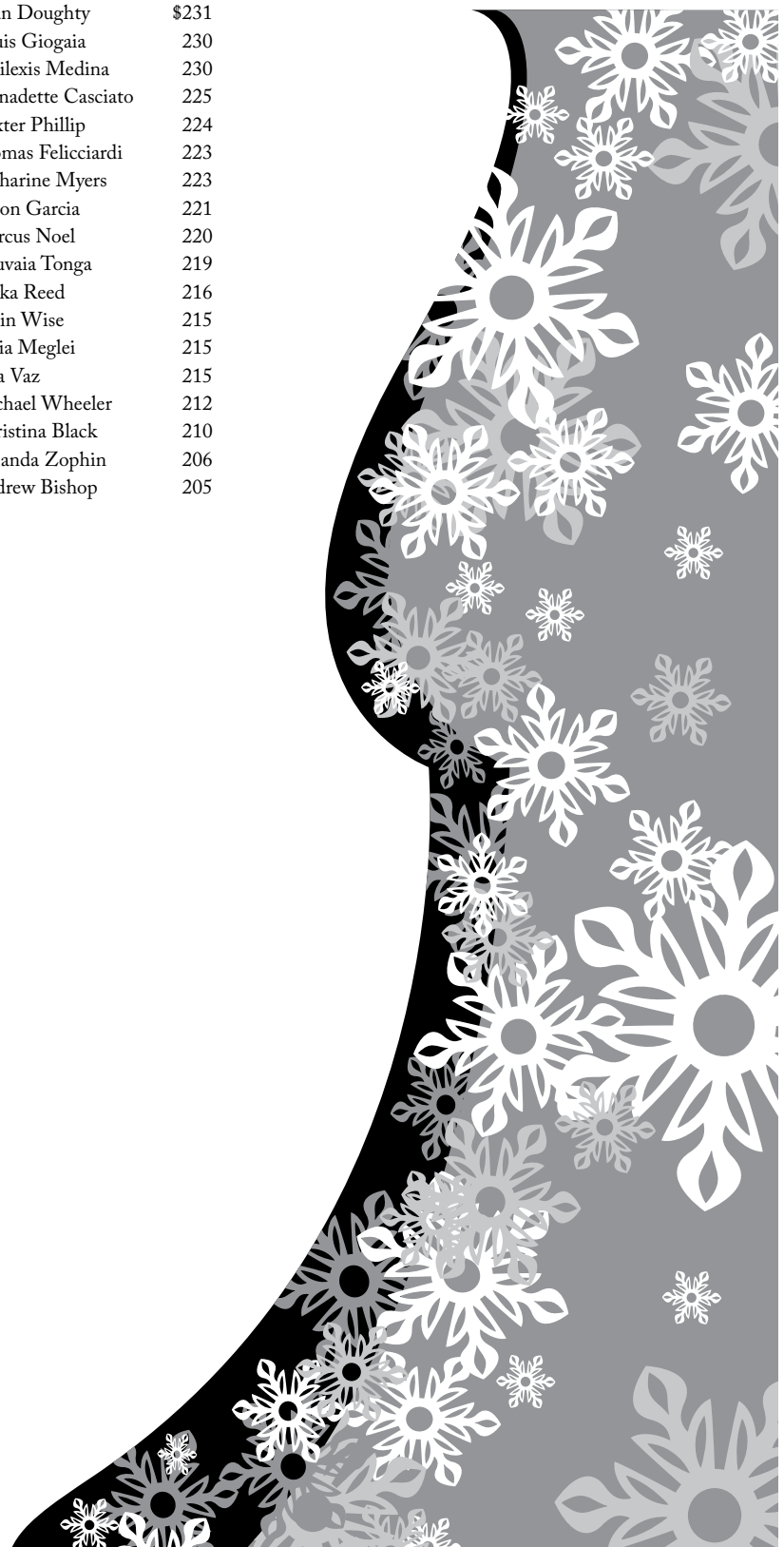
# Leadership Bonus

## Total: \$939,531

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ben Halali	\$61,396	Levar Morgan	\$4,756	Sharon Brenner	\$1,801	Bernard Oliphant	\$970	Harold Robertson	\$667
Matthew Parks	28,658	Michael Clemente	4,694	Jonathan Maust	1,801	Blake Higuchi	966	Lynda Gleeson	664
Mathew Hart	25,802	Andrea Nichols	4,632	Sarai Castanon	1,718	Lorenzo Lameko	963	Edward Atkinson	660
Justin Adams	24,914	James Allen	4,610	Yvonne Zarathustra	1,660	Luay Ghawi	962	Sione Aholoka	658
Matthew Turnquist	15,923	James Keefer	4,602	Heather Beals	1,607	Matthew Cosic	955	Travis Picklesimer	656
Patrick Bendure	15,153	Ryan Hall	4,509	Dominique Bertoncini	1,559	Alomkone Soundara	946	Katie Shugert	649
Jason Bratin	15,019	Christian Napiza	4,386	Mavrick Fredericks	1,548	Dennis George	943	Marc Salvaggi	649
Matthew Diulus	14,404	Robert Shafer	4,197	Joshua Goodman	1,541	Alexander Dorey	913	Marino Baca	648
Steven Cox	13,113	Ariana Jones	4,171	Ryan Fickert	1,538	Shahab Mahdavejad	912	Rodney Ward	648
Simon Rolland	12,591	Mack Doby	3,935	Christopher Newman	1,519	Ryan Bisanz	890	Richard Nicholson	647
Marisa Willgruber	12,541	Brandon Schwed	3,807	London Burnett	1,502	Matthew Hodge	886	Dan Nebraski	644
Elias Hazen	12,530	Jose Harb	3,671	Taneshia Solomon	1,483	Herman Fennell	886	Danielle Cardello	641
Stephen Jubrey	12,109	Doreen Ryan-Foti	3,471	Billy Northington	1,458	Michael Logue	874	Vernin Vigier-Reynoso	640
Samuel Cohen	11,916	William Parmeter	3,358	Ryan C Wilson	1,455	Jessica Santamarina	869	Kevin Holtz	633
Fritznel Octave	11,801	Daniel Bauer	3,335	Samantha Romano	1,439	Daniel Walton	867	Natalie Linker	633
Ryan Vopat	10,664	John Ophals	3,308	Mark Kukielski	1,426	Andrew Pratt	862	Ryan Stenglein	627
William Smith	9,923	Jessica Wilhite	3,285	Michael Laramie	1,414	Jessica Tasky	847	Kevin Ristau	627
Brian Welsh	9,877	Matt Pflueger	3,198	I-Perfection Harris	1,388	Brian Schreiter	841	Danielle Jankowski	617
Stephen Hill	9,513	Joshua Jackson	3,122	Pamela Altman	1,385	Scott Smith	841	Christopher McFoy	616
Sebastian Kazek	9,305	Brian Culp	3,047	Ransley Vazquez	1,358	Kyle Klipp	837	Harold Durana	611
Daniel Hartwig	8,490	Gregory Henderson	3,034	Valerie Cormier	1,354	Mathew Mealey	835	Andrew Cavicchi	608
Michael Romeo	8,216	Troy Plummer	2,882	Donald Wilds	1,343	James Lochard	832	Susan Bergh	604
Ofa Tupouniua	7,994	Raymond Risucci	2,813	Melne Lewis	1,312	Ashley Delevieuse	817	Norman Sellen	601
Brett Gryska	7,573	Christopher Clark	2,738	Chad Hatfield	1,311	Thomas Soloweyko	812	Matthew Foster	599
Ala Awad	7,282	Alex Hernandez	2,692	John Hancock	1,253	Nicholas Lorence	809	Charles McMain	593
Scott Davis	7,263	Daniel Orr	2,685	Kyle Wrobel	1,228	Tracy Haden	809	Carla Miller	589
Zachary Hart	7,239	Juan Cardona	2,684	Sharif Grays	1,206	Maria Greene	793	Daniel Bernard	588
Hal Herman	7,230	Byron Paz	2,673	Rita Holmes	1,199	Reza Zabihi	789	Nicholas Moore	585
Eric Powell	7,118	Jack Keiderling	2,659	Viet Chung	1,161	Hector Sartori	783	Emmanuel Villaseñor	584
Richard Henry	7,094	Scott Hanna	2,584	Dustin Dunlap	1,155	Lleison Martinez	776	Chad Panzer	584
Lucan Schmidt	6,726	David Wang	2,516	Magda Figueiredo	1,148	Richard Johnson	768	Christine Judge	582
Bobby Gujral	6,443	Mitch Duplantis	2,508	Rafael Spratling	1,140	Violetta Goldman	758	Beau Locker	575
Thomas Vena	6,268	Kyle Johnson	2,499	Tim Smith	1,129	Souleymane Bah	750	Christopher Follestad	572
Nicholas Zangardi	6,160	Ashlynn Orng	2,359	Peter Chung	1,127	Johna Ryan	745	Keturah Malaykhan	566
Haoyu Xu	6,083	Timothy Watson	2,355	Joshua Fosnight	1,122	Bobby Szwaja	739	Kevin Talbot	560
Angel Sanchez	5,940	Andrew Aaron	2,316	Jarred Sykes	1,119	Dustin Rushin	736	Melissa Wartman	548
Syed Quadri	5,812	Matthew Conrad	2,231	Rebecca Najlis	1,114	Aaron McLean	734	Charles Hood	548
Mark Corkrean	5,764	Natalie Wagner	2,230	Debbie Moke	1,101	Richard Lyddon	733	Barbara Corigliano	542
Adeyemi Akinade	5,733	Moswen Taylor	2,198	Robert Dunn	1,094	Mark Arrigo	727	Roger Fung	538
Alexandra Graham	5,666	Jesse Remby	2,131	Colin Lyse	1,093	Casey Kunash	724	Ronald Rennich	537
Darron Hacker	5,611	Kasali Kotun	2,050	Carlo Bonifazi	1,091	Andre McCallum	723	Tiffany Madsen	530
Brandon MacDonald	5,585	Karolina Debek	2,012	Linda Jackson	1,088	Ryan McIntosh	716	Patrick Summers	530
Mark Wyner	5,382	Kenneth Greer	1,999	Amanda Beyersdorff	1,086	Juan de la Cruz	705	Nitesh Bhogaraju	526
Atta Saleh	5,236	Michael Mandella	1,994	Michael Paczkowski	1,068	Bradley Gray	704	Kascey Williamson	522
Sara Welch	5,204	George Rosicky	1,987	Jodi Bohdal	1,055	Muhammad Satti	700	Josh Wheeler	517
Randy Teysier	5,179	Leslie Ellis	1,964	Amr Shater	1,035	Timothy Clark	696	Jesse Spencer	515
Aaron Parks	5,087	Chris Lussier	1,899	Debra Hunter	1,025	Ruben Santillana	694	Kyle Taylor	511
Karen Gagarin	4,945	Steven King	1,893	Arnold Pacleb	1,022	Timothy Wilson	688	Amber Burchett	506
Craig Strompf	4,896	Andrew McQuade	1,872	Nicole Johnson	1,016	Aaron Dunlap	685	Todd Engelson	506
Robert Kanaan	4,876	Ofa Siasau	1,866	Steven Moore	1,012	Elaine Kulawiak	683	William Flournoy	482
Dorian Brown	4,825	Lamine Diakhate	1,844	David Livingston	986	Zbigniew Stankiewicz	676	Mark Danner	473
Henry Ingraham	4,806	Cara DeFiore	1,817	Brian Hutchings	983	Anthony Batista	674	Anthony Rizzo	466

# Leadership Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Mary Maida Fujii	\$465	Leland Smith	\$324	Ryan Doughty	\$231
Scott Kim	459	Randy Ocampo	321	Louis Giogaia	230
Nasr Quadri	458	Tia McCutcheon	316	Emilexis Medina	230
Aaron Haynes	453	Terry Harper	309	Bernadette Casciato	225
Chad Davis	449	Alberto Alcala	308	Dexter Phillip	224
Darren Miller	448	Jared Durham	307	Thomas Felicciardi	223
Christine Curran	445	Rachel Bryson	303	Katharine Myers	223
John Setu	442	Hannah Welfling	302	Aaron Garcia	221
Karen Cheng	441	Stephen Kemper	301	Marcus Noel	220
Loretta Ekeroma	440	Rencel Jones	301	Seluvaia Tonga	219
Tyler Stewart	440	Kelly Gannon	301	Ataka Reed	216
Mercedes Lloyd	440	Matthew Caternolo	297	Justin Wise	215
Stephen Creaghan	435	Jonathan Tomko	296	Lidia Meglei	215
Ellen Weinstein	434	James Aalders	295	Sara Vaz	215
Raphael Musto	433	Alexander Gonzalez	294	Michael Wheeler	212
Alvin Massenburg	427	Nathaniel Faber	292	Christina Black	210
Matthew Ficarra	425	Jason Green	291	Amanda Zophin	206
Carissa Huggins	425	Tanisha Mathis	291	Andrew Bishop	205
Albert Lau	421	Mario Andres Chavez	290		
Erik Boyd	412	Monica Murray	289		
Amelyn Baniqued	410	Andre Hawthorne	285		
Ali Rothbaum	409	Cameron Kline	285		
Talalelei Tanielu	408	Alvin Jackson	283		
Richard Lepis	406	Gyad Ferguson	281		
Matthew Marchitto	402	Eric Thompson	277		
Jennifer Kinder	402	Sean Cahill	275		
Jonathan Santiago	402	Andre Bent	274		
Alexander Keats	399	Kiet Truong	274		
Dominic Park	397	Brian Jerome	269		
Abdul Yusuff	396	Larry Finch	265		
Anita Ferris	395	Jeffrey Beske	263		
John Stankoski	394	Joshua Olin	261		
Aaron Ralston	392	Megan Pryke	261		
Robert Reed	385	Jose Carvajal	260		
Michael Williams	378	Marko Jankovic	259		
Bryon Welch	377	Cory Hobbs	259		
Crystal Lynch	374	Paw Sandberg	258		
Chance Clauss	374	Anthony Stephens	258		
Josephine Brown	368	Jeremy Barrier	257		
Michael Lindsey	364	Ronald Trombetta	256		
Alan Silverman	356	Shannon Dinger	255		
Bruce Viaje	349	Darcy Schrieber	254		
Bryan Czajkowski	349	Scot Gates	252		
Steven Rotherforth	348	Cameron Cimino	252		
Christopher Favor	348	Matthew Davidson	249		
Ryan O'Malley	344	Burnette Hughes	247		
Konnor Wyly	344	Zachary Santino	246		
John Sparby	343	Unique Hunnicutt	246		
Alex Elledge	338	Alan Pazmoran	245		
Joshua Cook	338	Benjamin Luca	241		
Christopher Kennedy	333	Kyle Istvanditsch	238		
Kalle Convery	332	Mark Glazer	238		
Glyn Hurst	330	Danielle Arena	237		
Gregory VanSuch	328	Brookalyn Stillwagon	237		
Phillip Jenkins	327	Dana Losser	236		
Carl Nazaire	325	Michael Polakowski	233		



# World's Greatest Bonus

## Total: \$1,219,945

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Amir Sedaghat	\$11,308	Angela Waller	\$2,283	Charles Porter	\$1,740	Sally Wilson	\$1,476	Kama Cutler	\$1,269
Leane Nguyen	7,299	Kevin Lenford	2,264	Anthony Theriault	1,737	Maurice Hawkins	1,472	Richard Miller	1,267
Maria Rocha	7,024	Laura Thornton	2,264	Horace Johnson	1,731	Brenton Betts	1,462	Nicholas Wagner	1,265
Mauselie Dor	6,025	Enrico Paredes	2,259	Andrew Sunkin	1,728	Jorell Washington	1,454	Longinus Tupou	1,264
Sandra Miller	5,940	Rick Zerkle	2,244	Jaman Testerman	1,719	Alisa Walker	1,451	Tyler Green	1,262
Charles Diulus	5,585	Peter Fournier	2,239	Kristy Nguyen	1,715	Rodney Hatfield	1,450	Ryan Hernandez	1,258
Meredith Divita	5,293	DeAnthony Hartman	2,218	Candi Lau	1,709	Kalle Convery	1,450	Puhi Pivac	1,253
Rebecca Najlis	5,243	Carla Miller	2,217	Rona Turner	1,690	Stephen Jeung	1,444	An An	1,243
Cameron Clay	5,055	Alta Adrien	2,197	Shelly Cullen	1,688	Sandra Linse	1,441	Nicholo Arceo	1,243
Max Quasem	4,299	Joshua Cook	2,196	Charles Ferrari	1,669	Lee Jeffers	1,439	Danielle Carlson	1,243
Amy Shui	4,276	Akeem Alvarez-Diallo	2,171	Akeem Alvarez-Lee	1,661	Anthony Christman	1,439	Sally Buchheimer	1,239
Erika Valdez	4,178	Joanna Doumas	2,159	Herivelto Pereira	1,653	Jacob Isenbarger	1,433	Janice Moseychuck	1,239
Lisa Hawkins	4,162	Matt Flores	2,143	Lydia Johns	1,653	Gabriel Feldmann	1,432	Joseph Jensen	1,232
Peng Zhou	3,964	Mark Harhager	2,130	Kasali Kotun	1,650	Willie Hayden	1,432	Skylar Brown	1,227
Ronald Rivera	3,953	Viet Chung	2,116	Ricardo Garavito	1,624	Andrew Hennick	1,429	Nicole Tomas	1,227
Israel Wizenfeld	3,704	Matthew Caternolo	2,097	Gregory Feocco	1,624	Vernin Vigier-Reynoso	1,429	Timothy Schultz	1,226
Scott Hanna	3,632	Paul Derenzo	2,092	Ali Rothbaum	1,610	Rachel Stanhope	1,424	Beverly Smith	1,223
Justin Germany	3,456	Dwayne Hargrove	2,087	Mark Bleier	1,606	Richard Carter	1,419	Daniel Brown	1,222
Jesusdieu Portilus	3,390	Corey Lavigne	2,086	Nancy Solar	1,605	Luciana Mosca	1,412	Lindsay Hunt	1,213
Mary Ann Gaelic	3,325	Barbara Stillwell	2,057	Filipo Havili	1,603	James Boden	1,409	Ayman Elsalhy	1,204
Tone Munro	3,057	Douglas Zigby	2,048	Johna Ryan	1,603	Glen Latona	1,403	Crystal Suarez	1,204
Lily Tchen	3,041	Kyle Lewicki	2,039	Michael Schumacher	1,601	Carrie Bowman	1,395	Raul Avila	1,201
Bruce Tan	3,039	Minh Phung	2,030	Yvonne Zarathustra	1,594	Patrick Lesatele	1,378	Clifford Feldman	1,198
Deborah Parnell	3,011	Don Tong	2,004	Michael van Delft	1,590	Roosevelt Wilson	1,376	William Howard	1,195
John Holstein	3,000	Seema Soin	1,994	Franklin Faulds	1,589	Donald Weaver	1,374	Daniel George	1,192
Oscar Portillo	2,950	Maren Conway	1,988	Lesina Ah Sue	1,586	Atta Saleh	1,371	Krysta McFarland	1,189
Joey Kennedy	2,942	Tevita Tupouniua	1,984	Chelsie Taylor	1,584	Ryan Bisson	1,370	Ronnie Ramirez	1,188
Alex Gonzales	2,910	Zachary Locuson	1,981	Jeffrey Pearce	1,581	Amelyn Baniqued	1,367	John Smiley	1,184
Erez Shabtay	2,819	Levi Stearns	1,955	Trent Hilderbrand	1,578	Daniel Toshner	1,360	Michelle Faimanu	1,183
Tibor Simon	2,815	Scott Remmey	1,948	Heather Beals	1,569	Ofa Taelangi	1,355	Ruben Santillana	1,181
Bradley Weigand	2,803	Nicholas Moore	1,944	Hunter Houvener	1,564	Mosese Nasalo	1,351	Kolby Keller	1,180
Robert Ulreich	2,788	James Curtis	1,943	Terrence Asuncion	1,559	Anthony Vuolo	1,350	Krista Thieme	1,178
Andrew Cavicchi	2,706	Gregory McDuffie	1,919	Ryan Fickert	1,551	Jennifer Holliday	1,347	Avele Tanielu	1,177
Maijargal Sukhbaatar	2,668	Lydia Lozano	1,887	Jack Croxall	1,546	Ali Zaidi	1,341	Nina Dolman	1,177
Samvel Tigranyan	2,609	David Ramirez	1,879	Richard Madrid	1,538	Otolose Kinikini	1,334	Kevin Fallon	1,174
Gleb Nelson	2,604	Andrew Melanson	1,873	Roghie Hassan Loo	1,536	Christian Napiza	1,333	Diane Carrion	1,172
Ryan Ward	2,520	Ashley Wenning	1,864	Lakeytha Murray	1,531	Milvia Lagarda	1,327	Kaylyn Boyd	1,169
Andy Jaikaran	2,519	Gary Bowen	1,855	Jameson Rees	1,514	Ransy Vazquez	1,327	Richard Walus	1,163
Vakaola Tupouniua	2,517	Jose Carvajal	1,829	Jamie Perse	1,512	Earnest Loveless	1,326	Justin Fisher	1,160
Jian Wang	2,500	Connie Reichard	1,821	Catherine Gennaro	1,510	Patrick Matson	1,325	Al-Karim Walji	1,154
Maria Diringer	2,489	Garret Kun	1,820	Eduardo Barrantes	1,504	Lorette Hines	1,309	Robert Drake	1,151
Lamar Livingston	2,455	Brian Gilmore	1,813	Mercedes Lloyd	1,502	Michael Gittleman	1,309	Brodie Fischer	1,150
Zach Otto	2,445	Michelle Crowe	1,810	Lindsay Hoopes	1,497	Debra Rauch	1,308	Joseph Soflarsky	1,150
Denise Hewison	2,442	Tyler Stewart	1,806	Linda Moore	1,491	Karlea Jackson	1,306	Alisha Armand	1,148
Adam Huck	2,419	Richard Luzaich	1,801	Melissa Wartman	1,489	Jose Lopes	1,296	James Michaud	1,145
Mark Neilson	2,386	Anita Ferris	1,786	Mary Garriott	1,487	Momodou Jallow	1,296	Andrew Whitely	1,144
Michelle Dupuis	2,360	Nicholas Rogers	1,785	Tiffany Maybray	1,485	Michael Milanich	1,288	Brock Lampe	1,143
Casey Sperzel	2,359	Kelly Ryan	1,780	Godfrey Goodrich	1,484	Ross Ewen	1,287	Stephanie Novel	1,143
Liliya Hrabar	2,357	Lora Beronja	1,773	Sitai Isoafispuna	1,484	Michael Brooks	1,278	Victor Rodos	1,142
Jason Alper	2,325	Benjamin Mancillas	1,757	Francisco Alejo	1,481	Michal Majewski	1,277	Peter Kaplanis	1,141
Ben Halali	2,307	Jennifer Wehrle	1,755	Sean Grant	1,479	Erika Cannady	1,275	Darrell Asbell	1,139
David Fung	2,292	Phuong Chung	1,748	Ritia Tokahere	1,478	Donna Foster	1,270	James Rasor	1,137

# World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Enrique Borjas	\$1,137	Levi Carpenter	\$1,016	Kennedee Blanchard	\$912	Eric Thompson	\$830	Maurice Thomas	\$771
Carissa Myers	1,135	Derek Franc	1,012	Jolinn Barner	911	DeMarcus McNeil	830	Tien Nguyen	769
Zbigniew Stankiewicz	1,135	Piper Mitchell	1,009	Eric Hidy	909	Colin Sylvien	828	Maricel De Guzman	768
Bruce Kaminski	1,134	Marcus Street	1,005	Nohemy Peccorini	909	Jacob Mullins	828	Donald Wilds	767
Robert Nolan	1,134	Kevin Ishikane	1,003	Zulfikar Bhukera	909	Zachary Frentsos	825	Kristina Aguirre	766
Herman Fennell	1,132	Graeme Orr	1,002	Timothy Cruise	908	Shawn Sheridan	825	Edward Davidson	765
Ronald Lowe	1,132	Fritznel Octave	1,000	Stephen Giddens	908	Melanie Monga	824	Cody Walker	763
Gian Trinidad	1,129	Sione Ika	996	Joshua Cosentino	907	Michael Shemas	824	Paul Johnson	763
Mark Hart	1,129	Roosevelt Jeanty	996	Desmond Kamara	900	Kiriraukawa Hayward	823	Steve Marker	757
Timothy Nolan	1,127	Jason Taybron	995	Unique Hunnicutt	900	Adelfa Parinas	822	Alfredo Hung-Lam	755
Ryan Smith	1,126	Lorena Barriere	995	Sherie Duvall	896	Nicole Conrad	818	Ofa Siasau	755
Kelly Roschbach	1,124	Lawrence Broussard	994	Rosalia Linwood	889	Leah Stoltz	818	Justin Pratt	755
Anthony Wright	1,120	Joshua Wilson	993	Josephine Oriola	889	Christopher Weglarz	817	Satbir Singh	752
Jamie Conklin	1,120	Robert Granzow	987	James Griffiths	888	Sean Kiersztyn	817	Richard O'Brien	752
Nectararia Horos	1,118	Milad Moghadamyekta	974	Rafael Spratling	888	Jinzhou Zhao	814	Nicholas Guzman	751
Todd Chrislip	1,114	Sharon Ripaki	974	Michael Crawford	887	Jamie Johnson	812	James Lima	750
Linda Jackson	1,113	Shawna Rocklein	973	Rosenie Jabagat	887	Shai Rikon	812	Andrew Rose	749
Corey Neff	1,106	Samuel Matherson	973	Paul Jagmohan	886	Laaina Havea	811	Bianca Williams	747
Peter Papaioannou	1,106	Victoria Bolognese	973	Bryan Phillips	885	Raymon Reynolds	809	Todd Rinehart	745
Mary Maida Fujii	1,104	Tony Radunz	973	Kori Firmin	885	Andrew McQuade	809	Eric Kirmer	744
Shalisa Bethea	1,103	Kelly Finnen	970	Thomas Tiller	884	David Smith	808	Kwaku Nti	743
Raymond Balestra	1,102	Kim Nguyen	970	Massoud Vaziri	884	Christopher Dovidio	808	Hinemoa Tuionetoa	742
Vangana Helu	1,100	Earl Phillips	968	Jessica Gomez	883	Kassandra Personett	808	Sean Madden	739
Jason South	1,096	Drew Johnson	966	Kelly Yingling	882	Mike Hudnall	807	Corienne Mason	738
Jared Brill	1,095	Faiga Ene	964	Dustin Dunbar	881	Amanda Pei	806	Daniel Oses	738
Mario Andres Chavez	1,094	Felicia Price	955	Eric Ebbitt	879	Theresa Bellajaro	804	Haley Wisner	737
Guillermo DeLaVega	1,092	Robert Simmen	955	Carlos Torres	878	Sebrena Cohen	804	Kelley McNicoll	735
Nathaniel Durkin	1,089	Marian Sertler	949	Kimberly Sheffield	876	Karen Parson	803	Andi Ramazani	735
Robert Ringelsten	1,088	Maria Esposito	949	Bradley Steele	872	Christopher Peck	803	Terry Riffindifil	734
Bobby Taylor	1,082	Lauren Steed	947	Grace Thompson	870	Angela Garnett	801	Jeremiah Thompson	733
Charra Williams	1,079	Bryan Fronyberger	946	Heather English	870	Violetta Goldman	801	April Harmon	732
Mary Gombert	1,078	Blake Hallman	946	Lisa Smith	869	Trevor Mayer	799	Tresa Jackson	729
Rodney Mori	1,077	Lisa Heyman	946	Walter Peters	868	Maureen Dwyer	798	Lazarus McRae	728
Johanna Bilbes	1,071	Glyn Hurst	945	Terry Harper	865	Rober Helton	796	Nicarus Baez	728
DeMaris Pool	1,069	Lisa Kahan	944	Trevor Harmon	865	James Matchett	796	Bryan Czajkowski	727
William Buck	1,068	Ryan Dreier	941	Scott Davis	863	Joseph Teahl	795	Fred Goetz	726
Adeyemi Akinade	1,068	Cole Murphy	936	Andrew Haskins	861	Shawn Benninger	794	Wesley Wilkinson	724
Elifranc Deus	1,066	Valen Eberhard	936	Christopher Chunn	860	Demetris Kennedy	793	Sina Teo	723
Benton Tong	1,064	Emmanuel Adesina	936	Philip Stryczny	859	Ethan Weidman	792	David Crisman	719
Crystal Lynch	1,063	Michael Pugh	934	Jarvis Bills	858	Samy Jacques	791	Maciel Sandoval	719
Eluerecia Guzman	1,059	Howard Dotson	934	Kelly McDonald	855	Luz Torres	791	Valerie Gray	715
Jamal Walters	1,052	Searcie Cassidine	934	David Kirst	854	Amanda Zophin	791	Bradley Kampmeier	714
George Clawson	1,046	Thelma Lambert	931	Kathryn Cole	854	Leslie Senter	789	Karina Iniguez	713
Shane Scheel	1,046	Kathryn Wood	931	Landon Delone	854	Irene Pe	789	Arthur Westergren	712
Carlos Otero-Villalba	1,041	Juan Cardona	931	David Watkins	853	Dawit Amentie	788	Adrian Johnson	712
Michelle Rondez	1,039	Dominique Smalls	930	Justin McDole	843	Jessica Geffre	788	Franklin Quezada	712
Milena Arceo	1,033	Kasey Schultz	927	Michael Whitehouse	842	Leland Smith	785	Edona Hughes	710
Franklin Ollie	1,029	Robert Barnett	926	Penny Reineck	842	Clayton McPeak	784	Bobby Gengler	709
Dana Page	1,028	Kate Daye	925	Kelly Hassert	841	Crystal Valentine-Johnson	783	Staci Meckler	708
Ricky Jenkins	1,026	DeMario Carter	923	Rachel Klepal	840	Daniel Bauer	783	Virgil Watson	708
George Waters	1,026	Gary Prokop	923	Spencer Powell	839	John Farley	783	Michael Cloherty	707
Lisa Herrera	1,023	George Babish	921	Charles Hood	839	William Myatt	775	Mark Glazer	707
Martin Short	1,020	Ashley Maier	921	Orett Nelson	836	Alanna Swenson	774	Marc Salvaggi	706
Nader Gourgy	1,020	Maryam Salehi	918	Stephen Creaghan	833	Leonard Capucilli	774	Jeremiah Ayers	705
Edgar Garcia	1,020	Aaron Smith	913	Justin Schaub	833	Natalie Soboleva	774	Gary Brown	705
Daniel Jones	1,019	William Patterson	913	Maritz Reyes-Beltran	832	Christian Jones	772	Jonathan Tomko	703

# World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Vincent Wells	\$703	Gregory Hayman	\$649	Omar Hashimi	\$581	Jacob Kozlow	\$529	Patrice Canty	\$483
Paul Mariotti	702	Cristi Huffman	647	Sable Buntin	579	Laura Manzano	529	David Guzman	483
Caleb Longley	698	Christopher Osborn	646	Michelle Verbit	578	Faapo Lialiga	528	Jane Baloras	482
Rohan Campbell	697	Christopher McMenomy	644	Brandon Taylor	575	Sherri Luthe	527	Debbie Ezernack	482
Rebecca Buratt	696	Austin Osier	641	Jamaal Lynwood	575	Nathan Luscombe	527	Matthew Leahy	481
Elizabeth Lo	695	Matthew Sorkin	640	Rob Speers	575	Carmen MacPherson	526	Austin Blaschak	480
Phillip Rigoli	693	Kevin Colyer	637	Russell Coakley	574	Melissa Losk	526	Ryan Leong	480
Christopher Priore	693	Angeles Ordas	634	Andrew Erker	574	Asheala Snook	525	Melysa Green	480
Bruno Hill	693	Frank Sigourney	633	Ainsworth Ramkhelawan	572	Mark Mauzeralle	525	Alvin Massenburg	479
Nanette Clay	690	Nicki Griffiths	632	Chad Davis	572	Jeremy Hernandez	524	Liam Flaherty	478
Evelyn Nkwenti	687	Niurka de Armas-Duran	631	Travis Kajiwara	572	Beth Snow	523	Edward Huffman	478
Jessica Sanchez	687	Sean Flagler	631	Lynn Kepner	569	Stephen Lynn	523	Zachary Ledyard	477
Jeffrey Duff	686	Elmedina Sahmanovic	631	Christopher Buonanni	569	Oscar Ponce	522	Ann Ford	477
Joshua Weir	686	Terrence Williams	630	Timothy Almond	568	Theodore Lamm	522	Elizabeth Duarte	477
George Pacunayen	685	Karen O'Toole-Benoit	630	Alana Clark	568	Amber Mattox	522	Michael Shaba	477
Aiman Mousa	684	Dawn Selden	629	Gregory Eaton	567	Robert Reed	522	Abdul Yusuff	475
Natasha Mack	684	Raymundo Torres	627	Amy Bauch	567	Lafi Papalii	522	Ryan Polz	475
Timothy Watson	683	William Cline	627	Edona Pacolli	566	Olga Tsymbal	521	Claudine Fatima Martin	473
Christina Nunez	683	Arnaecia Alridge	627	Michael Polakowski	565	Nicole Nelson	520	Raylene Teshima	473
Monique Coleman	682	Ryan Durham	626	Paul McIntyre	565	Geoffrey Eilers	519	Preeti Sahgal	472
Lalitha Janardhanan	679	Darling-Delicia Reedy	625	Helen Taylor	564	Cliff Mora	519	Jessimi Lewis	471
Naomi Filifilia	678	Michael Mandella	625	John Bruce	561	Michael McIntosh	518	Aryan Achary	471
Terrah Sims	678	Michael Osei	625	Derron Alexander	560	Jacqueline Reim	518	Nicolas Jacques	470
Vivian Beazley	676	Anthony Hebert	624	James Dowd	558	Alfred Harris	517	Nattapol Jongjarupat	470
Jean Joseph	676	Jared Cleckner	623	Sarah Garcia	556	Randolph Souliers	517	Daniel Alvarado	469
Gloria Shu	674	Chad Hatfield	622	Grace Soong	555	Jeffery Namey	515	Joseph Hedborn	468
Jacqueline Kosalek	674	Jessica Santamarina	620	Amandeep Gill	554	William Schugardt	514	Markeia Brown	468
Joseph Walaan	672	Cedrick Smith	619	Jamie Hodgson	554	Courtney Lewis	514	Elaine Kulawiak	465
Rafael Vargas	672	Leola Davies	619	Daniel Noll	554	Keturah Malaykhan	512	Evan Kendall	464
Brian Cortino	671	Curt Snow	618	Joel Costa	552	Shelby Poston	508	Richard Peasley	460
Allan Faalavaau	670	Jonathan Nadigoo	617	Christine Augustus	551	Kelly Nallie	507	Dorothy Bennett	460
Seta Donabedian	669	Kristel Kreiser	616	Jodi Bohdal	550	John Sikora	506	Robert Larkrith	460
Jody Barnhill	669	Jeffery Churchfield	613	Eric Campbell	549	Katie Reed	505	David Nolan	459
Dominic Okonta	669	Matthew Trammel	612	Thomas VanCamp	549	William Corby	503	Jonathan Santiago	458
Sathnarine Kumar	668	James Drane	612	Whitney Farrell	548	William Gordon	502	Lizbeth Perez	458
Karen Cheng	667	Puao Thompson	611	Jesse Wise	547	Sophie Bordiee	501	Linda Turner-Hyland	457
Yussuf Elzein	666	Denisa Goia	610	Erica Wiley	547	Kathleen Barnes	501	Brenton Harper	456
Donald Dowbor	666	Michael Andrist	610	Minnie Lee	546	George Manjarrez	500	Vanessa Dagostino	455
Bryant Hendley	666	Jason James	610	Cbyrd Lucas	546	David Riddle	499	James McNabb	454
Iuliiia Khyzhniak	665	Larry Giddens	609	Jonathan Laaker	546	Matt Maday	499	Milan Kucera	453
Rita Baumgartner	665	Semir Mulic	607	Kelly Ekker	546	Tina Phongsavath	499	James Raba	453
Adam Kahn	663	Kingsley Tazinya	602	Patrick Morris	544	Fatoumata Dibba	496	Barbara Minard	453
Hayden Schumacher	661	Mark Harper	601	Steve Svendsen	543	Cassandra Williams	496	Raymond West	451
Nadezhda Vitchev	658	Phillip Williams	599	Richard Nicholson	541	Lydia Ertle	496	Rachyle Stansell	450
Caprice Sanfratello	657	Ruth Charlesworth	597	Brookalyn Stillwagon	541	Steven Beery	495	Joshua Stoeckel	450
Mary Kimitaunga	656	Ricky Black	597	Jonathon Anderson	539	David Young	495	John Velardo	447
Darrick Miles	656	Mahir Khalaf	591	Raquel Baldwin	538	Joseph Moeykens	495	Mike Bray	447
Jacqueline Nolton	655	Jose Castillo	590	Matthew Wolfe	538	Noel Rose	494	Brian Blair	447
Karen Gaskin	655	Jessica Armand	590	Andre Bent	537	John Yankovich	492	Evan Holzhauser	446
Ryan Kissling	655	Leivi Setu	589	Evan Reich	537	Kimberly Alston	491	Nicholas Dilillo	445
Jong Song	655	Gregory Wisnyai	589	Shannon Dinger	535	Doris Garrett	491	Willie Gandy	445
Zakaria Elasri	654	Debra Bell	589	Pamela Garrett	535	Heather Gillham	490	Harold St Louis	445
Eric Ramos	654	Joel Moya	587	Joshua Orozco	533	Reynaldo Lima	488	Tasha Tucker	445
Alphonso Asikaburu	654	Colleen Stansu	586	Natalie Linker	533	Angelo Jenkins	487	Andrew Aaron	445
Donald Stevens	651	Shariael Effs	584	Melvin Arritt	531	Erin Yuhus	485	Robert Tierney	443
Jeremy Price	651	Yolanda Richardson	581	Jeannette Hand	530	Matennie Sheriff	484	Jack Bryant	443

# World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Steven Rotherforth	\$443	Anthony Perosi	\$410	Alex Elledge	\$380	Quiona Bryant	\$341	Erin Allen	\$314
Pelenatita Niu	442	Megan Pryke	408	Michelle Starkey	379	Janko Todorov	341	Tendai Murahwa	313
Tammie Koy	442	Thomas Crutcher	407	Paul Roman	376	Sujata Kapadia	340	Jimmy Tchen	313
Aaron Javier	441	Jeremy Engrav	407	Larry Long	376	Etzer Emile	340	Daniel Ponder	312
Angela Giazzon	440	Tiffinie Fisher	406	John Conard	376	Aaron Huff	339	Odest Wallace	312
Rona Green	440	David Montgomery	405	Tanner Daves	376	Antonio Monica	339	Kyesha Alston	312
Kuini Sauni	439	Matthew Broad	405	Benjamin Luca	376	Ryan Bleau	339	Timmy Sorensen	311
Meakie Grice	439	Keith Litterst	404	Joshua Dishong	375	Nathanael Rathjen	338	Brandon Wood	310
Daniel Armstrong	438	Cierra White	404	Johnny Gurley	374	Kaushiliya Tilokani	337	Brandon Jacobs	310
Peggy Davenport	438	Brandon Summerton	403	Leah Bonner	372	Marko Jankovic	337	Michael Talbot	310
Nataliya Berry	438	Joel Fraughton	402	Jacob Dachauer	371	Jason Siliva	336	Rasela Tailua	309
Abram Burns	435	Kimberly Riley	402	Kimberly Sourvelis	371	Jasmyn Ulberg	335	Ernest Joseph	309
Roseli DeFranco	435	Michael Stimson	401	Linda Braswell	370	Scott Dillingham	334	Florence Hodge	308
Gerald Coleman	433	Tony Geer	400	Karlanna Gagnon	370	Madai Price	334	Alura Davis	307
Shirl Schelevitz	432	Jaron Thomas	400	Frederick Williams	370	Zoravar Avedisian	333	Patrick Iglesias	307
Arnold Iacoviello	432	David Shirley	399	Bobby Szwaja	368	Roger Turk	332	Elyse Koven	307
Rajeev Arora	431	Charles Blair	398	Sommer Daves	368	Joseph Oddo	331	Matthew Haslett	306
Michelle Kyles	431	Arturo Ramirez	398	Michael Hutton	367	Miranda Green	331	Erica Rodriguez	306
Michelle Stubbs-Thompson	431	Emanuel Skinner	398	Chela Ghayour	367	Keith Spivey	331	Chang Yeung	306
Irma Hayes	431	Philip Russo	398	Jeffery Cash	367	Chad Potts	331	Amber Resendiz	305
Va Moua	430	Joseph Amorello	398	Melissa Ogle	367	Jennifer Miller	331	Catherine Masson	305
Lauitiiti Tonumaipea	430	David Hauser	397	Michael Perkins	366	Richard Conner	330	Markus Martin	305
Kemirth Williams	430	Marino Baca	397	Meredith Mills	365	Thomas Tulowiecki	330	Heather Lemanski	305
Lleison Martinez	430	Ebony Stevenson-Herron	397	Luis Leal	364	Nikita Barnes	330	Christopher Cole	304
Daniel Graef	429	Christopher M Williams	396	Charles Belt	364	Timothy Powell	329	Philip Shotwell	304
Karrie Hoeft	429	Phillip Jenkins	396	Derek Hamm	364	Alberto Alcalá	329	Brittany Kerr	303
Virginia Dotson	429	Daren Brown	395	Devin Dingey	363	Kevin Galloway	328	Lee Grivois	303
Mark Schaffer	428	Tara Weisz	394	Vakhtang Dvalishvili	363	Ryan Bourque	326	Eugene Kashkin	302
Robert Biser	427	Sarah Bedford	394	Seluvaia Tonga	363	Denice Copp	325	Kelvin Ashmead	301
Jamelle Eugene	427	Michael Johansen	393	Arrietta Burgess	362	Michael Davis	324	Terrence Graves	299
Mark Taylor	427	Jeremiah Concepcion	392	Robert Hines	362	Justin Wise	323	Danielle Knapp	299
Isaac Hernandez	424	Robert Thompson	392	Javier Rosario	362	Jasbir Kaur	322	Justin Kimber	299
Ebony Rodgers	423	Robert Melligan	392	Gabrielle Brecht	361	Faryn Ingram	322	Christopher Ryan	299
Paul Hill	423	Toni Radunz	392	Donna Ferguson	360	Ricardo Clerge-Apollon	322	Stephen Norman	299
Nicholas Cunliffe	422	Aja Dvore	391	Stephen Kelley	360	Casey Cash	321	Lynette Brodie-James	299
David Rigney	422	Evan Wicklund	391	Richard Avina	360	David Gorka	321	Richard Johnson	298
Alex Niemann	421	Amr Shater	391	Sara Gilley	358	Shannon Collum	321	Jeffrey Meehan	298
Daniel Fischer	420	Aleta Coleman	390	Chad Panzer	357	Michael Stuver	321	Oretta Jackson	298
Betrianah Hicks	420	Chang Saefong	390	Mohamed Tawfik	355	Donald Sheldon	321	Charon Wiseman	298
Nic Iagulli	419	Timothy Hewitt	389	Jerrell Koger	354	Charles Kim	321	Harrynarine Ramoutar	297
Debra Hunter	419	Sarah Smith	388	Marissa Boo	354	Russell Trujillo	320	Randy Wright	295
Faalave Fale	419	Jerrod Milne	388	Gabriel Kibby	352	Jason VanEckelen	320	Wendi Buford	295
Jesse Remby	418	Shaun Carvelli	388	Elizabeth Dillingham	351	Shaimaa Diraz	320	Brian York	294
Patosina Winterstein	417	Rene Chapa	388	Dnieshia Goebel	350	Daxa Patel	320	Joshua Jenkins	293
Jennifer Riedmaier	417	Timothy Rose	387	Kathleen Fitzsimmons	349	Linda Henke	319	Kellie Boyan	293
Jason Wilkins	417	Tara Trust	387	Tamra Estep	348	John Morrison	319	Marissa Booth	292
Vishwanath Sankaran	415	Robert Gibson	386	Tyler Dean	348	Zoe Hamilton	319	Jeremy Barrier	292
Polina Philbin	414	Alisi Sanalio	385	Matthew Marchitto	348	Matthew Gabler	319	Anette Fielder	292
Jaclyn Miramontes	414	Robert Ciochetto	384	Justin VanLandingham	348	Jerome Chambers	317	Kody Kramme	292
Bernadette Casciato	413	Anthony Ferrara	384	Christopher Brook	347	Jennifer Huneke	317	Shawn Finney	291
Basil Bogle	413	Thomas VanOsdol	384	Arthur McDonald	346	Kristen Konz	316	Carol Ornellas	290
Maria Alcon	413	Sandra D'Amore	384	Bruce Viaje	345	Bernard Oliphant	315	Allyson Baird	290
Kyle Rhymer	412	Luis Hernandez	383	Kevin Talbot	345	Dawn Montgomery	315	Michele Angelini	290
Priscilla Nelissen	412	Jasmyne Turner	381	Sean Cahill	344	Dean Schmitt	315	Joseph Harris	290
Cathryn Turner	411	Ronnie Knight	380	Kevin Young	343	Scott Crall	315	Ian Noble	288
Michelle Stramler	410	Oscar Flores-Najarro	380	Heather Leitch	342	Taena Diaz	315	Christopher Madsen	288

# World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Margaret Armstrong	\$288	Sheena Weel	\$265	Steven Anteau	\$243	Haley Drayer	\$223	Trevor Lamy	\$206
Andrew Paogofie	287	Carlo Buhay	265	Brandon Davis	243	Ali Greenman	223	Richard Dorsey	206
Martell Ross	287	Kristi Vang	265	Michael Grantham	242	Jack Walters	223	Alexander Gonzalez	206
Christopher Stephens	287	Katharine Myers	264	Krystle Mallett	242	Cheryl Smith	222	David Ohm	206
Rashaan Elam	286	Noylene Uai	263	Christopher Walker	242	Bertrand Joseph	222	Brian Jerome	205
Steven Stensrud	286	Regina Pena	262	Wesley Parrigin	242	Audi Audi	222	Christon Dixon	205
Prentiss Parker	286	Karl White	260	Danielle Cardello	242	Teaunna Lester	222	Ernest Unruh	205
Charles Perkins	285	Andrew Wright	260	Brent Arbour	241	Joshua Saulnier	222	Sam Bakker	205
Chena Blair	285	Andrew Jaycox	260	Brett Bayne	241	Crystal Reeves	222	Tuan Tran	204
Stephen Rodriguez	285	David Laffin	260	Ismail Mori	240	Adriana Lopez	222	Darin Turpin	204
Angelique Gallion	285	Laura Solomon	259	Robert Benedict	240	Ronald Humphrey	222	Matthew Williams	204
Steve Tran	284	Alexandra Hupertz	258	Brandon Metzner	239	Benjamin Goldberg	221	David Higa	204
Michael Girard	284	Shannon Kruger	258	Candice Beadle	239	Jonathan Keszler	221	Robert Kernick	204
Edward Atkinson	284	Jill Eguire	258	Jason Flores	239	Marcus Schiel	221	Forest Gsell	204
Leonora Vecaj	283	Rebecca Gonzalez	257	Kenneth Ryan	239	Bradley Marion	221	Jared Costantino	204
Dustin Kiss	283	Peggy Collins	256	Hannah Welfling	239	Kathleen Webb	220	Vann Durham	204
Peter Kovolsky	283	Jessica Bond	255	Eliza Agripino	238	Patrick Monroe	220	Kristy Dickhausen	203
Armound Khodaverdi	282	Lynne Porturas	255	Christopher Favor	238	Andrew Helgeson	220	Kulisitina Wulf	203
Sonja Moss	281	Chien Tsai	255	Janice Shadbolt	238	Cody Felder	219	Robert Richman	202
Rachael Garza	281	Kiskisa Rawls	254	Byron Dueck	238	Richard Davis	218	Lorraine Tirado	202
Stephen Darnell	281	Erin Moore	254	Vernon Davis	237	Ghina Malaney	218	Leigh Harrison	202
Garvin Smith	281	Glenda Davis	254	James Franklin	237	Melissa Hodge	217	Tara Phillips	202
Vakhtang Nazaryan	281	Dennis Moran	254	David Sparkowich	237	John Muchirahondo	217	Leafaitulagi Maninoa	201
Sheryce Sheppard-Harper	280	Dustin Dunlap	254	Katie Shugert	237	Gladys Reed	217		
Ny Sorn	280	Matthew Wickman	254	Michael Oluajeigbe	236	Linda Byas	217		
Jose Villalobos	279	Luan Hajnaj	253	Jervis Archer	236	Paw Sandberg	216		
Jesus Machado	278	Peter Mello	253	Kalin Koychev	236	Dennis Kirkland	216		
Rickey Richardson	277	Matthew Browning	253	Sara Wonderling	235	Arlene Kress	216		
Benjamin Hamilton	277	Justine Dillon	252	Ileana Rosas	234	Megan Chertoff	216		
Travis Self	277	Matthew Foster	252	Logotaeao Atoa	234	Julian Brown	216		
Jonathan Morgan	276	Crystal Smith	251	Nickole Walker	234	Margaret Jones	216		
Cecil Johnson	276	Munah Mombo	251	Marium Sherzai	234	Joshua Law	216		
Kenneth Fredieu	276	Timothy Reisdorf	251	Sara Vaz	234	Patrick Hughes	215		
Edward Jones	276	Richelle McCrory	251	Gyad Ferguson	233	Michael Bager	215		
Ryan Kisner	276	Andrew Worline	251	Cameron Cimino	233	Jim Berry	215		
Corey Champagne	276	Kristin Dobbs	251	Melanie Mason	232	Bryan Kemp	214		
John Passi	274	Dustin Edgell	249	Danielle Danese	232	Ofila Kaifa	214		
Jose Ramery	274	Gabriel Manzo	249	Kasey Williamson	231	Mallory Steele	214		
Jason Johnson	273	Christopher Kennedy	249	Terry Liggins	230	Jarrett Darity	213		
Conor O'Malley	273	Malamahakava Kulupatokimua	249	Gregory Goodwin	230	Joseph Messina	213		
Charlton Strickland	272	Bryan Peters	248	Kaleena Jackson	229	Caleb Butcher	213		
Joshua Davidson	272	Stephanie Petro	248	Janice Welsh	229	Matthew Stevens	213		
Darian Uhlmeier	271	John Hoselton	248	Omar Jordan	228	Markcus Venible	213		
Shannon Gerstner	271	Christopher Fennen	247	Victor Lopez	228	Daniel Bernard	212		
Daniel J Johnson	270	Adam Field	247	Anastacio Baeza	228	Phyllis Jackson	212		
Charity Jenkins	269	Hensley Wagner	247	Michael Cushner	228	Anthony Mele	211		
Arthur Greene	269	James Keefer	247	Tanya Pierson	227	Nicholas Walsh	211		
Danielle Greenleaf	269	Susan Lunz	247	Tiffany Jones	226	Alan Pantoja	211		
Gregory Graham	269	Deane Guldan	246	Stephen Myers	225	Christopher Smith	211		
Hector Sartori	269	Tessie Timberman	246	Monica Njie	225	Christopher Kohler	210		
Brian Hutchings	268	Reynaldo Singson	246	Gwendolyn Macool	225	Wilfredo Soto	210		
Breven McMahon	268	Darnell Alboro	245	Nicholas Pazar	224	Kim Daley	209		
Floyd Musgrave	267	Michael Hunt	245	Erin Djerf	224	Marcus Moody	209		
Victoria Wippich	267	Sanveer Sahota	245	Sean Todd	224	Diane Zingarelli	208		
Susan Marchese	266	Lauren Coyne	244	Steven Stone	223	Katie McCarty	208		
Tracy Vo	265	Jeffrey Dieter	243	Agatha Safford	223	Amy Baird	208		



# Reinstatement Bonus

## Total: \$41,072

Qualifier	Bonus
Sami Mogannam	\$4,528
Angel Arista	1,869
Lily Tchen	1,572
Djenabou Diallo	1,557
Frank Kolligian	1,521
Arthur Westergren	1,230
Alan Weissen	1,211
Lorena Barriere	1,195
Richard Walus	1,092
Nabil Spahi	828
Angeline Sifuna	814
Maryna Danielian	692
Ryan Tucker	674
Amie McCracken	640
Lawrence Dennis	615
Lina Namu	599
Peter Kaplanis	558
Cherri Xie	509
Katherine Fallon	476
Dason Phaul	473
Timothy Cruise	466
Preeti Sahgal	439
Maurice Baritz	418
David Higa	418
Ashley Delevieuse	398
Scott Hanna	394
James Palmes	391
Ruben Fuentes	385
Ronald Humphrey	367
Leary Andrews	338
Lawrence Turk	332
Patrice Amador	329
Nicole Johns	316
Earle Harris	315
Matthew Melhorn	314
Nicole Bailey	256
Helena Ronci	256
Stephen Jeung	255
Yadolla Pourjalali	250
Paula Turano Gurney	248
Olga Tsymbal	232
Joseph Schneider	225
Herivelto Pereira	224
Erez Shabtay	217
Julie Wells	215
Henry Ingraham	214
Curtis Ross	209
Craig Steeves	206
Rachel Hancock	200



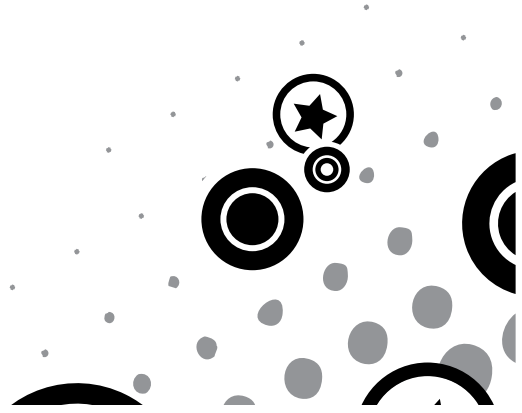
See *Spotlight*, page 05 for top 50 qualifiers and YTD bonus leaders.  
For full contest details, visit [www.ailife.com/spotlight.aspx](http://www.ailife.com/spotlight.aspx)

# Total: \$205,668

Qualifier	Bonus	SGA	Qualifier	Bonus	SGA	Qualifier	Bonus	SGA
Unique Hunnicutt	\$1,071	Alex Roland	Stephen Kemper	\$602	Richard Correa	Andrew Bayang	\$386	Altig-Orlovic
Patrick Summers	1,060	Williams-Zophin	Kelly Gannon	601	Eric Neal	Travis Picklesimer	380	Surace-Smith
Kascey Williamson	1,060	Chris Hernandez	Matthew Caternolo	594	Simon Arias	Jack Wang	380	Desi Dimitrova
Harold Durana	1,057	Jatoft-Foti	Jonathan Tomko	593	Surace-Smith	Kyle Istvanditsch	379	T J Powers
Kyle Taylor	1,021	Travis Moody	Alexander Gonzalez	589	Furer-Whittinghill	Emmanuel Villasenor	379	Chris Hernandez
Nitesh Bhogaraju	1,020	Steve Friedlander	Tia McCutcheon	588	Cunningham-Weatherspoon	Jeremy Hull	377	Jason Adamo
London Burnett	1,017	Surace-Smith	Jason Green	583	Paul Rumbuc	Brian Jerome	371	Williams-Zophin
Amber Burchett	1,013	Surace-Smith	Mario Ardres Chavez	581	Jatoft-Foti	Antonio Bond	368	Surace-Smith
Jessica Santamarina	1,010	Matthew Hogan	John Setu	579	Steve Friedlander	Kimberly Alston	368	Slav Bitman
Aaron Dunlap	990	Simon Arias	Anita Ferris	579	Steve Friedlander	Richard Lyddon	367	Richard Correa
Mary Maida Fujii	983	Steve Friedlander	Nicholas Moore	576	Oldham-Bianchi	Andrew Hermsillo	361	Furer-Whittinghill
Samantha Romano	973	Fred Hadayia	Alvin Jackson	567	Scott Sonnenberg	John Stankoski	361	Simon Arias
Josephine Brown	958	Steve Friedlander	Gyad Ferguson	563	Fred Hadayia	Mark Gontarz	354	Imran Satti
Matthew Hodge	954	Oldham-Bianchi	Jared Durham	559	Simon Arias	Josh Wheeler	349	Surace-Smith
Mark Arrigo	935	Oldham-Bianchi	Raphael Musto	557	Simon Arias	Chin Long	347	Steve Friedlander
Anthony Rizzo	932	Simon Arias	Sean Cahill	549	David Hausman	Scot Gates	346	Richard Correa
Chad Davis	897	Imran Satti	Andre Bent	548	Bob Olson	Preston Turner	342	Richard Correa
Jesse Spencer	895	Oldham-Bianchi	Tony Geer	538	Surace-Smith	Allen Nelson	342	Richard Correa
Karen Cheng	883	Simon Arias	Jeffrey Beske	525	Altig-Orlovic-Deley	Zbigniew Stankiewicz	342	Fred Hadayia
Mercedes Lloyd	879	Kevin Davis	Andre Hawthorne	524	Laura Fisher	Danielle Arena	337	Cisco Perez
Kevin Ristau	878	Alex Roland	Megan Pryke	522	Eric Cochran	Matthew Marchitto	337	Oldham-Bianchi
Ellen Weinstein	868	David Hausman	Jose Carvajal	520	Laura Fisher	Amanda Zophin	334	Williams-Zophin
Alvin Massenbourg	854	Altig-Orlovic-Hay	Paw Sandberg	516	James Bailey	Louis Giogaia	334	Theodore Pappas
Carissa Huggins	849	Oldham-Bianchi	Anthony Stephens	515	Jeffery Thiel	Jordan Freeman	331	Steve Greer
Albert Lau	843	Cohen-Cohen	Matthew Lukesh	514	Matt Henderson	Steve Svendson	328	Richard Correa
Amr Shater	830	David Hausman	Cameron Kline	512	Altig-Orlovic	Robert Reagan	327	Scott Rehberg
Amelyn Baniqued	819	Steve Friedlander	Dustin Dunlap	511	Surace-Smith	Danielle Cardello	323	Oldham-Bianchi
Talalelei Tanielu	815	Steve Friedlander	Shannon Dinger	510	Joseph Diecedue	Melissa Wartman	321	Surace-Smith
Abdul Yusuff	792	Simon Arias	Larry Finch	508	Matthew Hogan	Debra Hunter	319	Fred Hadayia
Lawrence Smith	776	Steve Greer	Scott Smith	480	Fred Hadayia	Michelle Dupuis	319	Richard Correa
Crystal Lynch	768	Richard Correa	Alan Pazmoran	474	Josh Chalom	Desmond Kamara	314	Laura Fisher
Nasr Quadri	768	Theodore Pappas	Amanda Beyersdorff	473	Surace-Smith	Christopher Simpson	310	Scott Sonnenberg
Bryan Czajkowski	748	Matt Henderson	Cameron Cimino	471	Simon Arias	Nadezhda Vitchev	306	Furer-Whittinghill
Edward Atkinson	741	Surace-Smith	Dominic Park	469	Theodore Pappas	Noel Rose	304	Williams-Zophin
Christopher Follestad	731	Slav Bitman	Ryan Doughty	462	Simon Arias	Aaron Booth	293	Simon Arias
Michael Logue	698	Simon Arias	Emilexis Medina	460	Theodore Pappas	Scott Compiani	292	Sabrina Lloyd
Bruce Viaje	698	Altig-Orlovic	Violetta Goldman	459	Oldham-Bianchi	Andrew Mar	292	David Hausman
Joshua Fosnight	692	Simon Arias	Bernadette Casciato	450	Simon Arias	Eric Hidy	291	Dorian Oldham
Konnor Wyly	687	Joseph Diecedue	Dexter Phillip	449	Steve Greer	Tere Diamond	286	Steve Friedlander
Rafael Spratling	682	Matt Henderson	Alex Elledge	448	Slav Bitman	Ryan Hernandez	286	Chris Hernandez
Joshua Cook	676	Simon Arias	Thomas Felicciardi	447	Theodore Pappas	Dawn Montgomery	284	Williams-Zophin
Thomas Soloweyko	674	Steve Greer	Katharine Myers	446	Richard Correa	Robert Novas	280	Williams-Zophin
Christopher Kennedy	667	Surace-Smith	Marcus Noel	439	Imran Satti	James Aalders	280	Imran Satti
Elaine Kulawiak	666	Oldham-Bianchi	Nathaniel Faber	434	Slav Bitman	Christina Black	277	Oldham-Bianchi
Kalle Convery	663	Simon Arias	Michael Polakowski	434	Simon Arias	Dan Nebraska	276	Simon Arias
Aaron Haynes	654	Simon Arias	Justin Wise	431	Jeremy Welch	Scott Ramsey	275	Alex Roland
Carl Nazaire	651	Giglione-Ackerman	Eric Thompson	426	Surace-Smith	DeAnthony Hartman	275	Paul Rumbuc
Leland Smith	649	Joseph Diecedue	Michael Wheeler	424	Scott Sonnenberg	George Babish	272	Simon Arias
Randy Ocampo	642	Altig-Orlovic	Jeremy Barrier	422	Scott Sonnenberg	Tyler Stewart	267	Simon Arias
Christopher Favor	640	David Hausman	Jovani Chappel	410	Simon Arias	Alisa Walker	267	Steve Greer
Beau Locker	632	Matt Henderson	Lidia Meglei	401	Bob Olson	Sean O'Reilly	264	Cunningham-Weatherspoon
Terry Harper	618	Simon Arias	TuVanCathy Diep	398	Imran Satti	Holly Cook	258	Eric Neal
Gregory VanSuch	611	Simon Arias	Loretta Ekeroma	391	Steve Friedlander	Ataka Reed	253	Bob Olson
Hannah Welfing	605	Simon Arias	Ruben Cal	387	Sinner-Sinner	Kevin Holtz	247	Surace-Smith



Qualifier	Bonus	SGA
Daniel J Johnson	\$242	Giglione-Ackerman
Denice Copp	242	Imran Satti
Paul Mariotti	242	Surace-Smith
Jacquelyn Swift	234	Altig-Orlovic
Jamaal Lynwood	233	Giglione-Ackerman
Stacey Davis	230	Samantha Chui
Nathaniel Tardif	230	Altig-Orlovic
Minh Phung	230	Scott Rehberg
Michael Cloherty	219	Oldham-Bianchi
Craig Steeves	218	Williams-Zophin
Brandon Baker	217	Travis Moody
Marcus Howard	210	Surace-Smith
Karolina Debek	206	Sabrina Lloyd
Monica Murray	205	Jeremy Welch
Kristel Kreiser	202	Fred Hadayia



# SA CODES

This insert recognizes SAs, GAs, and MGAs for the number of new agents who were coded under their hierarchy for the month. The minimums for recognition are:  
**SA & GA – at least two codes during the month**  
**MGA – at least three codes during the month**

Name	#	SGA
Ataka Reed	4	Bob Olson
Darrell Asbell	3	Altig-Orlovic
Andrew Bayang	3	Altig-Orlovic
Derrick Mason	3	Altig-Orlovic-Deley
Alfred Harris	3	Altig-Orlovic-Lyse
Robert Sobezakslomczew	3	Altig-Orlovic-Lyse
Jocelyn Readnour	3	Eric Cochran
Amie McCracken	3	Richard Correa
Josephine Brown	3	Steve Friedlander
Puhi Pivac	3	Steve Friedlander
Jason Siliva	3	Steve Friedlander
Kori Firmin	3	Steve Greer
Craig Wright	3	Sonny Gurney
Heather Eaton	3	Jeremy Harbin
Kascey Williamson	3	Chris Hernandez
Victor Schwenoha	3	Jatoft-Foti
Keturah Malaykhan	3	Theodore Pappas
Robert Reagan	3	Scott Rehberg
Matthew Haslett	3	Sinner-Sinner
Gary Brown	3	Surace-Smith
Christopher Newman	3	Surace-Smith
Jeremy Hull	2	Jason Adamo
George Angulo	2	Altig-Orlovic
Jacob Brockmann	2	Altig-Orlovic
Benjamin Clabaugh	2	Altig-Orlovic
Johanna Handa	2	Altig-Orlovic
Richard Nypower	2	Altig-Orlovic

Name	#	SGA
Levi Stearns	2	Altig-Orlovic
Bruce Tan	2	Altig-Orlovic
Steve Marker	2	Altig-Orlovic-Hay
Nicole Davis	2	Altig-Orlovic-Lyse
Bernadette Casciato	2	Simon Arias
Andrew Cavicchi	2	Simon Arias
Paul Derenzo	2	Simon Arias
Charles Fischer	2	Simon Arias
Anthony Rizzo	2	Simon Arias
Cedrick Smith	2	Mark Beckford
Jennifer McBroom	2	Slav Bitman
Megan Pryke	2	Eric Cochran
Russell Trujillo	2	Richard Correa
Tia McCutcheon	2	Cunningham-Weatherspoon
Shannon Dinger	2	Joseph Diecedue
Larielle Major	2	Joseph Diecedue
Kevin Talbot	2	Joseph Diecedue
Raymond Ochoa	2	Desi Dimitrova
Maciel Sandoval	2	Laura Fisher
Miguel Cotrina	2	Steve Friedlander
Kiriraukawa Hayward	2	Steve Friedlander
Vaine Rere	2	Steve Friedlander
Jamaal Lynwood	2	Giglione-Ackerman
Daniel Alvarado	2	Steve Greer
Jordan Freeman	2	Steve Greer
Dean Jensen	2	Steve Greer
Donald Dowbor	2	Mark Hancock

Name	#	SGA
Cory Hobbs	2	Mark Hancock
Derek Hamm	2	Matthew Hogan
Christopher McFoy	2	Jatoft-Foti
Andrew Jaycox	2	Chris LaFond
April Harmon	2	Samuel LaSala
Karen Parson	2	Michael LiBassi
David Shirley	2	Michael LiBassi
Ricardo Subero	2	Tim McAdams
Kelly Gannon	2	Eric Neal
Joseph Falzone	2	Dorian Oldham
Eric Hidy	2	Dorian Oldham
Mario Meza	2	Dorian Oldham
Brian Hutchings	2	Oldham-Bianchi
Matthew Marchitto	2	Oldham-Bianchi
Nicholas Moore	2	Oldham-Bianchi
Andre Bent	2	Bob Olson
Alisha Armand	2	Theodore Pappas
Jessica Armand	2	Cisco Perez
Matthew Trammel	2	Alex Roland
Jason Green	2	Paul Rumbuc
Manuel Resendes	2	Imran Satti
Edward Atkinson	2	Surace-Smith
Amber Burchett	2	Surace-Smith
Joshua Crisp	2	Surace-Smith
Andre McCallum	2	Surace-Smith
Josh Wheeler	2	Surace-Smith
Samantha Sliger	2	Jeremy Welch

# GA CODES

Name	#	SGA	Name	#	SGA
Bryon Welch	8	Steve Friedlander	Cameron Cimino	2	Simon Arias
Travis Picklesimer	7	Surace-Smith	Ronald Kutruff	2	Simon Arias
Debbie Moke	6	Steve Friedlander	Michael Polakowski	2	Simon Arias
Timothy Velky	5	Eric Cochran	Jesse Remby	2	Simon Arias
Mark Glazer	5	Theodore Pappas	Ronnie Valdez	2	James Bailey
George Noujaim	5	Philip Prata	Dominique Smalls	2	Mark Beckford
Kevin Ristau	5	Alex Roland	Lalitha Janardhanan	2	Slav Bitman
Kyle Wrobel	5	Surace-Smith	Christopher Madsen	2	Eric Cochran
Joshua Fosnight	4	Simon Arias	Lee Hall	2	Cohen-Cohen
Andrew McQuade	4	Richard Correa	Richard Lyddon	2	Richard Correa
Phillip Rigoli	4	Laura Fisher	Brent Wilhelmi	2	Richard Correa
Daniel Fifita	4	Steve Friedlander	Heather Leitch	2	Cunningham-Weatherspoon
Senelinah Talamaivao	4	Steve Friedlander	Sean O'Reilly	2	Cunningham-Weatherspoon
Marcus Noel	4	Imran Satti	Stephen Creaghan	2	Joseph Diecedue
Anthony Theriault	4	Surace-Smith	Jack Wang	2	Desi Dimitrova
Sommer Daves	3	Jason Adamo	John Setu	2	Steve Friedlander
Judy Hinz	3	Altig-Orlovic	Ofa Siasau	2	Steve Friedlander
Jonathan Russell	3	Altig-Orlovic-Deley	Vatapuia Vavau	2	Steve Friedlander
Brian Sundberg	3	Altig-Orlovic-Deley	Philip Roffi	2	Furer-Whittinghill
Karen Cheng	3	Simon Arias	Michelle Verbit	2	Giglione-Ackerman
Aaron Dunlap	3	Simon Arias	Debra Hunter	2	Fred Hadayia
Jessica Tasky	3	Simon Arias	Scott Smith	2	Fred Hadayia
Gregory VanSuch	3	Simon Arias	Jeremy Engrav	2	Chris Hernandez
Hannah Welfling	3	Simon Arias	Jessica Santamarina	2	Matthew Hogan
Dennis George	3	James Bailey	Karen Gagarin	2	Jatoft-Foti
Christine Weatherspoon	3	Mark Beckford	Francisco Zarathustra	2	Jatoft-Foti
Alex Elledge	3	Slav Bitman	Pamla Crawford	2	Samuel LaSala
Crystal Lynch	3	Richard Correa	Kyle Taylor	2	Travis Moody
Scott Patterson	3	Joseph Diecedue	Holly Cook	2	Eric Neal
Jose Carvajal	3	Laura Fisher	Christina Black	2	Oldham-Bianchi
Andre Hawthorne	3	Laura Fisher	Matthew Hodge	2	Oldham-Bianchi
Nadezhda Vitchev	3	Furer-Whittinghill	Elaine Kulawiak	2	Oldham-Bianchi
Valerie Cormier	3	Steve Greer	Burnette Hughes	2	Bob Olson
Thomas Soloweyko	3	Steve Greer	Derron Alexander	2	Theodore Pappas
Matthew Lukesh	3	Matt Henderson	George Baumberger	2	Theodore Pappas
Bradley Kampmeier	3	Chris Hernandez	Louis Giogaia	2	Theodore Pappas
Dominique Bertoncini	3	Jatoft-Foti	Shahab Mahdavejad	2	Theodore Pappas
Bryan Peters	3	Eric Neal	David Miller	2	Philip Prata
Justin Oldham	3	Dorian Oldham	Craig Duletzke	2	Dan Rubio
Matthew Ficarra	3	Oldham-Bianchi	DeAnthony Hartman	2	Paul Rumbuc
Zachary Santino	3	Oldham-Bianchi	Robert Nolan	2	Paul Rumbuc
Nasr Quadri	3	Theodore Pappas	London Burnett	2	Surace-Smith
Billy Northington	3	Alex Roland	Matthew Conrad	2	Surace-Smith
Amanda Beyersdorff	3	Surace-Smith	Kevin Holtz	2	Surace-Smith
Dustin Dunlap	3	Surace-Smith	Marcus Howard	2	Surace-Smith
Nicole Johnson	3	Surace-Smith	Daniel Walton	2	Surace-Smith
Aaron Ralston	3	Jeremy Welch	Amanda Zophin	2	Williams-Zophin
John Reeves	3	Jeremy Welch			
Monica Murray	3	Bob Wingate			
Carl Carlberg	3	Gevorg Yanukyan			
Benjamin Thompson	2	Altig-Orlovic			
Huihann Wee	2	Altig-Orlovic			
Jennifer Mitchell	2	Altig-Orlovic-Hay			
Tyler McBride	2	Alt-Orl-Traboulay			
Aaron Booth	2	Simon Arias			
Rachel Bryson	2	Simon Arias			

# MGA CODES

Name	#	SGA	Name	#	SGA	Name	#	SGA
Jason Bratin	15	Theodore Pappas	Chad Panzer	4	Brandon Cooley	Richard Nicholson	3	Jeremy Harbin
Ryan Hall	12	Laura Fisher	Joshua Goodman	4	Richard Correa	Brandon Schwed	3	Matt Henderson
Cherie Adams	11	Bob Olson	I-Perfection Harris	4	Cunningham-Weatherspoon	Kathryn Chaisson	3	Chris Hernandez
Mathew Hart	11	Surace-Smith	Joshua Jackson	4	Joseph Diecedue	Cara DeFiore	3	Chris Hernandez
Zachary Hart	10	Surace-Smith	Steven Cox	4	Steve Friedlander	Nicholas Engrav	3	Chris Hernandez
Colin Lyse	9	Altig-Orlovic-Lyse	Mark Corkrean	4	Steve Greer	Darren Miller	3	Chris Hernandez
Randy Teyssier	9	Simon Arias	Michael Laramie	4	Steve Greer	Jessica Wilhite	3	Matthew Hogan
Matthew Turnquist	9	Richard Correa	Sebastian Kazek	4	Matt Henderson	Jose Harb	3	Jatoft-Foti
Mack Doby	9	Joseph Diecedue	Ben Halali	4	Jatoft-Foti	Doreen Ryan-Foti	3	Jatoft-Foti
Justin Adams	8	Simon Arias	Timothy Kieran	4	Chris LaFond	James Lochard	3	Christopher Jordan
Simon Rolland	8	Steve Friedlander	Danielle Jankowski	4	Michael LiBassi	Brookalyn Stillwagon	3	Christopher Jordan
Sara Welch	8	Steve Friedlander	Brett Gryska	4	Oldham-Bianchi	Jake Yagjian	3	Chris LaFond
Dorian Brown	8	Matt Henderson	William Parmeter	4	Oldham-Bianchi	Karolina Debek	3	Sabrina Lloyd
Raymond Risucci	8	Dorian Oldham	Leslie Ellis	4	Bob Olson	Johna Ryan	3	Dorian Oldham
Darron Hacker	8	Surace-Smith	Ransy Vazquez	4	Bob Olson	Andrea Nichols	3	Oldham-Bianchi
Jared Cleckner	7	Brandon Cooley	Robert Shafer	4	Scott Rehberg	Melne Lewis	3	Bob Olson
Taina Lameko	7	Steve Friedlander	Richard Henry	4	Alex Roland	David Wang	3	Bob Olson
Mark Wyner	7	Sabrina Lloyd	Rodney Ward	4	Paul Rumbuc	Matt Pflueger	3	Tiffany Roland
Mark Kukielski	7	Eric Neal	Matthew Davidson	4	Sinner-Sinner	Steven King	3	Paul Rumbuc
Jarred Sykes	7	Eric Neal	Robert Dunn	4	Surace-Smith	Haoyu Xu	3	Imran Satti
Ofa Tupouniua	6	Steve Friedlander	Caleb Douce	4	Jeffery Thiel	Chance Clauss	3	Sinner-Sinner
Baylee Burrowes	6	Michael LiBassi	Brian Culp	4	Jeremy Welch	Daniel Hartwig	3	Surace-Smith
Stephen Jubrey	6	Oldham-Bianchi	Heather Beals	3	Jason Adamo	Elias Hazen	3	Surace-Smith
Levar Morgan	6	Theodore Pappas	Thomas Baeurich	3	Altig-Orlovic	Ryan Vopat	3	Surace-Smith
Ala Awad	6	Alex Roland	Jonathan Emura	3	Altig-Orlovic	Jude Bordeaux	3	LaTonya Tucker
Brandon MacDonald	6	Scott Sonnenberg	Hunter Houvener	3	Altig-Orlovic	Tasha Tucker	3	LaTonya Tucker
Matthew Parks	6	Surace-Smith	Mike Hudnall	3	Altig-Orlovic	Scott Hanna	3	Williams-Zophin
Kyle Johnson	6	Williams-Zophin	Hyungjun Kae	3	Altig-Orlovic	Henry Ingraham	3	Williams-Zophin
Andrew Bishop	5	Altig-Orlovic	John McGrath	3	Altig-Orlovic	Fritznel Octave	3	Williams-Zophin
Brian Welsh	5	Simon Arias	Joshua Olin	3	Altig-Orlovic	Michael Mandella	3	Bob Wingate
Astrid Cartagena	5	Eric Cochran	James Raymond	3	Altig-Orlovic			
Chris Lussier	5	Richard Correa	Patrick Stenglein	3	Altig-Orlovic			
John Ophals	5	Cunningham-Weatherspoon	Daniel Toshner	3	Altig-Orlovic			
Alfred Taren	5	Desi Dimitrova	Sara Vaz	3	Altig-Orlovic			
Craig Strompf	5	Furer-Whittinghill	John Sparby	3	Altig-Orlovic-Deley			
Christine Curran	5	Giglione-Ackerman	Jonathan Maust	3	Altig-Orlovic-Hay			
Mark Danner	5	Steve Greer	Troy Plummer	3	Altig-Orlovic-Hay			
Barry Dillah	5	Sonny Gurney	Peter Hudousek	3	Altig-Orlovic-Traboulay			
Brandon Teter	5	Matthew Hogan	Casey Kunash	3	Simon Arias			
Hal Herman	5	Oldham-Bianchi	Kellen Cuttance	3	Slav Bitman			
Michael Romeo	5	Oldham-Bianchi	Dmitriy Kagan	3	Slav Bitman			
Syed Quadri	5	Theodore Pappas	Jordan Chalom	3	Josh Chalom			
Lleison Martinez	5	Cisco Perez	Herman Fennell	3	Samantha Chui			
Lamine Diakhate	5	Imran Satti	Scott Kim	3	Cohen-Cohen			
Jeremy Barrier	5	Scott Sonnenberg	Juan de la Cruz	3	Desi Dimitrova			
Christine Judge	5	Jeremy Welch	Alex Hernandez	3	Desi Dimitrova			
Kasali Kotun	5	Williams-Zophin	Ricardo Grandt	3	Laura Fisher			
Raymond Angeles	4	Altig-Orlovic	Magda Figueiredo	3	Giglione-Ackerman			
Roger Fung	4	Altig-Orlovic	Evan Holzhauser	3	Giglione-Ackerman			
Patrick Rieger	4	Altig-Orlovic	Tracy Haden	3	Steve Greer			
Eric LaBossiere	4	Altig-Orlovic-Deley	Taneshia Solomon	3	Steve Greer			
Ryan Tucker	4	Altig-Orlovic-Hay	Susan Bergh	3	Sonny Gurney			
Daniel Bauer	4	Simon Arias	Samuel Cohen	3	Fred Hadayia			
Matthew Diulus	4	Simon Arias	Marisa Willgruber	3	Fred Hadayia			
Lucan Schmidt	4	Simon Arias	John Hancock	3	Mark Hancock			
Thomas Vena	4	Simon Arias	Moswen Taylor	3	Mark Hancock			
Eric Powell	4	James Bailey	Kody Karhliker	3	Jeremy Harbin			